



NEWS IN BRIEF

Scottish plant for Mostek?

US SEMICONDUCTOR company Mostek is expected to install itself in a manufacturing plant in Scotland by the first quarter of 1979. Though company officials in Europe, and the Scottish Development Authority both declined to comment, there is strong evidence that negotiations between the two are nearing completion.

The plant, which could employ 2,000 people, will be used to make the big sellers from Mostek's product line, according to industry sources.

DHSS upgrades

THREE ICL 1908A mainframes processing National Insurance contributions for 45 million people are to be replaced by two 2980s. The new machines are to be installed in January and August at the Department of Health and Social Security computer centre in Newcastle, and each will be backed with 15 of the new high-density ICL MT 1250 tape drives. They will also each have 3 Megabytes of main memory and 3,800 Megabytes on disc.

Gamma grows

FOLLOWING its decision to diversify into systems based on the IBM Series 1 minicomputer (CW, June 29), Gamma Associates has formed a new company, Gamma Business Machines, to market business systems using the Computata COS/1 operating system and Cobl compiler. The company exhibited a Series 1 mini at Compec last week, and reports that it has reserved 50 machines from IBM.

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COMPUTER WEEKLY

Insurers say fire machine can be reclaimed

EXPERTS brought in by the insurers of the brand new dual ICL 2980 system contaminated by smoke a few weeks ago at the Swiss Bank in the City of London feel that the machine can easily be reclaimed, even though ICL has said that the damage could have serious long-term effects (CW, November 23).

The bank's insurers have agreed to pay ICL for a completely new system at a cost of about £14 million and are waiting for ICL to agree to some form of acceptable servicing arrangement for the con-

taminated system after it has been cleaned and sold by the insurers to a new user. A spokesman for G. and E. Bradley, the firm that will carry out the cleaning of the 2980s on behalf of the insurers, told Computer Weekly that Bradley technicians had taken swabbings from various parts of the system and had found that the level of chlorides in the swabbings that could have been caused by smoke contamination was very low.

He said that ICL's attitude to the Swiss Bank system with its low level of con-

tamination could adversely affect insurance premiums on ICL computers in the future. He added that his company had successfully reclaimed a Burroughs 070i system last year after it was seriously contaminated with smoke from a fire caused by a faulty line printer.

G. and E. Bradley, a wholly owned subsidiary of Lucas Industries, specialises in building and servicing high technology electronic equipment and has a repair and calibration department employing about 100 specialists.

Muted approval of DPC report

MUTED approval was the reaction last week from most of the organisations concerned about privacy to the Data Protection Committee's report. Comments ranged from a lukewarm "not unreasonable" from the Institute of Data Processing Management to an enthusiastic "practical and sensible" from the Computing Services Association.

Stern criticism came from the National Council for Civil Liberties. General Secretary Patricia Hewitt, while welcoming the report, said that she was worried that so much was left to Codes of Practice.

"The Data Protection Authority," she said, "will have to go over all that ground again [in working out Codes of Practice] and may come to different conclusions."

She also said that the lack of co-operation the committee had from the Metropolitan Police was "depressing." The committee had underestimated the threats posed by the Police National Computer and the Thames Valley "computerised gossip" system (CW, November 30), and she pointed out that there was no mention in the report of the storing of political information on the PNC.

Alan Benjamin, of the CSA, complimented the flexibility of the report's proposals, saying that that was its distinguishing feature over arrangements in other European countries, and was essential because of continual changes in technology. He was "delighted the commit-

tee has bought the concept of the 'beneficial user' concerning itself with the use of information, not the files themselves. Regarding the issue of registration versus licensing (the CSA feels that registration on its own would be ineffective) Benjamin thought that what the report proposed was in effect licensing, because of the codes of practice that registered users would be required to follow. This would act as "an iron fist in a velvet glove," he thought.

The IDPM, on the other hand, expressed approval that the committee had "come down firmly in favour of [registration] having seen the trap that a licence carries with it an implied approval, and the administrative burden to police a licensing system would jeopardise the possibility of actual legislation."

Thus both opposing sides think that they have won over this issue. The British Computer Society and the National Computing Centre both welcomed the report. The BCS said that "most of the questions that can arise in the areas of privacy and data protection have been identified," and added that the DPC's proposals "should be highly effective."

The NCC said that "in due course attention should also be given to non-computer based systems which could infringe privacy."

Logica through the £10m barrier

LOGICA revenues have this year exceeded £10 million for the first time. The group's annual results for 1978 show a total revenue of over £10 million as against £8.8 million for 1977 — a growth of 47 per cent.

Some 56 per cent of this total came from clients outside the UK, with over £1 million from contracts in the Middle East. On the 370 line, memory prices are cut by 23 per cent on purchase and 13 per cent on all models apart from the 135, 145 and 155. A new model, the 3705-III has been announced with a 10% faster memory cycle.



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Double speed on Univac's new mini

KEY features of the new top-of-the-line Univac V77/800 minicomputer are a processor twice as fast as that of the existing 77/600, a 150 nanosecond cache memory and a 32-bit wide path into memory.

The machine, exclusively foreshadowed in Computer Weekly (November 23), is formally launched this week. It features new 16K-bit memory with 128K words on a board, with error detection and correction as standard. One Megaword of the new memory can be fitted into the chassis and, although it has a 600 nanosecond access time, the two-word fetch enables two words to be accessed in 750 nanoseconds, a saving of a cache "miss."

The V77/800 has the full instruction set of the smaller models, with an additional four or five. Univac claims that the machine offers more power than the DEC PDP-11/70 (although an 11/74 is expected from DEC shortly), and points out that the V77/600 has outperformed the 11/70 in Fortran benchmarks.

The 800 is priced at 20% more than the 600 for a machine offering double the power. The cache has a capacity of 512K words and is standard, whereas the optional 370 nanosecond cache on the 600 is an option.

The announcement also includes a new operating system, Summit, details of which are in Software File (page 7).

Briefing
PL/I for the IBM 8100

A PL/I COMPILER for IBM's 8100 distributed processing system is understood to be under development at the company's Hursley laboratory. Cobol and Fortran are the only high-level languages which IBM has so far announced for the 8100 (CW, October 5).

IBM Hursley is known as a centre of PL/I expertise within the company.

Inmos centre

NEB SEMICONDUCTOR fledgling, Inmos, is still hoping to announce officially before Christmas, the location of its technology centre, although earlier this week UK director Iann Barron was unable to confirm that it was to be in Bristol after all. Once it has been announced, selection will start of a site for the first manufacturing plant, which should be announced in the spring.

WP for Shirley?

CIVIL servants at the Department of Education and Science are looking into the possibility of installing word processing equipment in Secretary of State Shirley Williams' private office.

This is the last Computer Weekly of 1978. We would like to thank all our readers and advertisers for their encouragement and support over the year and look forward to welcoming you back with our first issue of 1979 on January 4. Meanwhile, have a Merry Xmas and a good start to a Happy, Prosperous and Peaceful 1979.

THREE are strong indications that Thorn Electrical, with about £100 million to spend, is now in the market for a US company that would give Thorn an increasing interest in microelectronics. A Thorn spokesman confirmed that the company is keen to make US acquisitions.

Thorn in micros?

DON'T miss BCS 79, the first major computer event of the new year. Taking place at the Bloomsbury Centre Hotel and Institute of Education in London from January 4-6, the event includes a wide range of presentations by BCS specialist groups culminating in a family "fun day" on Saturday, January 6. More details from BCS, 13 Mansfield St, London W1M 0BP. Tel: 01-837 0471.

Don't miss it

A SITE between the National Theatre and the London Weekend Television tower in the heart of the South Bank's Arts complex has been chosen by IBM as a possible location for new building to house its regional marketing centre. The site is currently occupied by Associated Newspapers.

Awareness

THE Department of Industry has appointed PA International to help develop its microprocessor awareness programme, announced by the Prime Minister two weeks ago (CW, December 14). PA's brief is to assist the DoI in isolating and approaching the top 1,000 executives of British industry, and to develop ways of making them aware of microelectronics.

French lead in the race to sell technology to China

WITH a plan to build the CII-HB Level 64 mainframes and Level 6 minis in China, the French have stolen a march over other Western countries in the race to sell computers and other advanced electronics to the Chinese who, according to a first-hand account, are particularly handicapped in computing by a shortage of all kinds of storage.

Earlier this year, Chairman Huu made it clear that computers and electronics were regarded as key elements in the next Chinese "great leap forward" (CW, April 13). And even before last weekend's announcement that America formally recognises China, US Presidential initiatives had been taken to promote technological trade with China, even at the expense of some loss of trade with Russia (CW, December 7).

Vice-premier Wang Chen's visit to the UK last month (CW, November 16) also raised hopes that ICL and other British firms might play a major role in China and the government has now established a special unit in the

Department of Trade for co-ordinating trade with China and Hong Kong. Meanwhile, however, the Chinese Minister with specific responsibility for computing and electronics Tsien Min, has signed a detailed accord on computer collaboration with the French government.

Tsien Min, who has also visited ICL, spent a month in France, and the agreement goes into considerable detail, naming 12 companies. Heading the list, CII-HB is to discuss the establishment of a factory for the Level 64 mainframe line in China, and perhaps more significantly, the highly

● Turn to page 5

Boxing Day pools forecast

AS part of its live Christmas party show on December 22, Thames at Six is planning to provide viewers with a Boxing Day football pools result forecast, based on the Forecast 4 computer system developed by Professor Frank George (pictured right), head of the cybernetics department at Brunel University.

As revealed by Professor George (CW, November 18) his previous system, Forecast 3, enjoyed much success in pools forecasting, and a club run by Topuz Books, of Great Missenden, was formed around it.

Over a four-week period, 20 first dividends on the Treble Chance and several hundred



other dividends spread over the three main football pools companies were achieved by the club members. According to Thames at Six, the forecasts for Boxing Day will be "a purely academic exercise" as there are no pools for that day and they will be followed up in the next programme to see how near the mark they were. (See back page.)

Rival bids for Modcomp takeover

ONE year after talks about a substantial minority stake were terminated, GEC is believed to be talking to Modcomp again, this time about full acquisition. There is, however, a rival suitor for the company, understood to be US instrumentation and electronics specialist Gould Inc.

Modcomp commented that a "large multinational company" was proposing to make a cash offer for all Modcomp shares outstanding, and that a "privately held domestic corporation" was seeking a 20% stake.

IBM chooses South Bank site

A SITE between the National Theatre and the London Weekend Television tower in the heart of the South Bank's Arts complex has been chosen by IBM as a possible location for new building to house its regional marketing centre. The site is currently occupied by Associated Newspapers.

Addressograph-Multigraph versifies

A buyer for Jacquard's been found for just about nine million pounds. But it's not ITT (See Oct 18, page three). They're Addressograph-Multigraph bound.

INSIDE YOUR POETIC COMPUTER WEEKLY

BUBBLE BLOWERS

Results of our Competition, which produced many merry bubbles and some extra prizes Page 2

SECRET DESIRES

In an exclusive probe, Chad Ulla the veil on the industry's secret ambitions Page 4

SQUEASE WHAKKS

Alan Battle sends an Xmas post Page 11

POETRY, POET-TREE

And throughout our Xmas issue, the series of CW's best-loved festive poems (see below) are continuing in our annual Poet-Trees Page 11 & 12

ALSO

Computerweek looks to 1979
Packet switching savings
Robot revolution
DG chips in with Novak
Michele's Preview
Op Spot
Software File
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Improving managers' productivity
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The View Page 31

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Let's get happy for '79

THE gloom and doom merchants that are a prominent feature of the modern British landscape have leapt upon the microprocessors with the enthusiasm of Dracula approaching a virgin neck.

Nobody denies that new technology has important effects on the patterns of employment. What Computervision finds objectionable in much of the public debate on the impact of technology is the way it accentuates the negative and eliminates the positive opportunities opened by the technology.

Through the gloom of the pundit-generated fog, there is seldom a glimpse of the excitement that can be generated by micro-based systems, particularly among the young.

One of the extraordinary facts about the use of computers in schools is that they have been found to be of particular value in educating children who have otherwise been dismissed as education casualties.

That is why it is so deplorable that the British educational system has failed to keep up with the modern world, as highlighted at a recent conference in Stockport (CW, December 7). As schools inspector David Tinsley said at that meeting, there is a growing gap between the use of

technology in industry, schools and in society at large. Calculators are still regarded with suspicion in schools, never mind other information technology devices such as small business systems, colour graphics terminals, etc.

1979 is the international year of the child. Britain's contribution to this should be to launch a massive drive to give all our children a chance for a prosperous place in tomorrow's technological world.

It is time to brush away the irrelevant cobwebs of past social and educational attitudes and to bring a breath of real world fresh air into the classroom.

And the best way of doing this is to counterbalance the gloom merchants with sparks of fun and enjoyment, the thrill of new discoveries and a sense of excitement at the opportunities that could burst into flame to hold at bay the shadow of unemployment and social chaos that is so often held before our eyes.

It is therefore appropriate that the first major event of the year, BCS 79 (CW, December 7) will include a Saturday Fun Day which aims to do just this.

Computervision fervently hopes that this sets the trend for a new attitude which will help carry the country through to peaceful and prosperous 1980s.

Ten years ago...

COMPUTER WEEKLY DECEMBER 19, 1968

THE largest automation group in the world, GEC-Elliott-Automation, was formed by the merger of GEC-AEI, English Electric and Elliott-Automation... A conference was held by the Ministry of Transport to introduce the second phase of its integrated system program for highway design... The GPO placed an order worth £3.4 million with Crede, for equipment to be used in the expansion of the telex network... The first US patent for a computer program was granted in Washington... Robert Cooke, a Conservative MP, predicted a "1984 situation" arising from the computer system to be introduced in Swansea to handle vehicle and driver licensing... A system for the design and production of ship hulls by numerical control methods was presented to members of the British shipping industry.

LAST INTERRUPT

THIS last Interrupt concerns that salesman's delight, the first-time user (or the sucker).

It begins almost three years ago when the managing director of a small company decided to join the ranks of the "modern world" and get a computer.

Thinking he was playing safe, he got a small business system from an apparently reputable manufacturer.

Six months later, the system arrived and the manufacturer, which originally offered to do the software, put him on to a "one man and a dog" systems outfit.

A year later, the system still was not working and the businessman got desperate and started considering legal action, which helped speed up the final handover date. It was not until early this year that his machine started working.

Since then, however, it has broken down continuously with both hardware and software faults. Although the manufacturer's brochure promised an 8-hour turnaround response from service engineers, it has been more like 48 hours.

It all came to a head early this month when the machine was down so much that, in the first week of December, the November invoices had not yet been sent out.

In desperation, the managing director started ringing round to see if there was any organisation

that could help him. As the software/house was not a member of the CSA, he found nowhere to turn but, by chance, he got talking to someone with many years' experience in computing.

"Have you tried talking to the user group?" the industry man asked.

"The what?" replied the managing director, oblivious of such a group.

"Well, have you tried finding a back-up site to run this month's invoices?" the computing man asked.

"Why the hell didn't the manufacturer suggest that?" he said, hastily moving towards the user association and the hope of a back-up installation.

The moral of this story for the user is to get a copy of the CSA contract guidelines (CW, November 23) to avoid being caught with their trousers down. And for the manufacturer, to stop overselling systems that could ruin someone else's business while it helps to boost your own sales figures.

This week's winner, who gets a Christmas special prize of £10, wishes to remain anonymous.

From January 4, Computer Weekly will be replacing Interrupt with a new page 2 feature. A new series of Interrupt might be on the cards in the future but in the meantime we would like to thank all those readers who have contributed to it.

FOCUS

Once in London's Noble City stood a lonely Hollerith. It was feared by many people. Such a novelty herewith. Like a robot out of space. This machine they could not face.

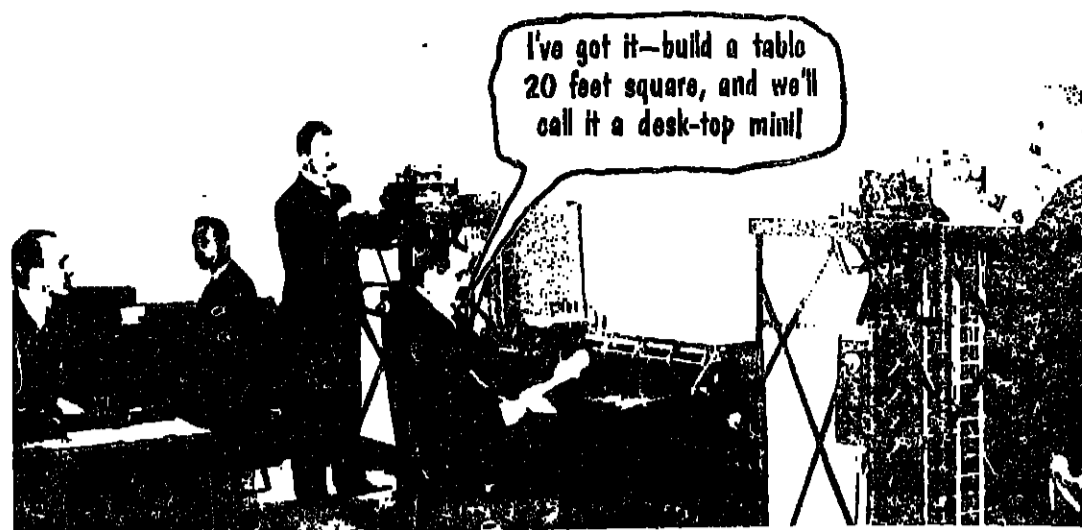
Gradually, they became accustomed. To this mighty, big machine. They began to find it thrilling. So much work, so little time. "Let us buy some just for fun". All big companies bought one.

Years passed, designs invented. ICT and IBM. Flooded the market and created

Much less work for all the men. Programmers were common place. In all large firms and each spare space.

Then one day a new creation. Hit the market, stunned the world. Silicone chips - what a sensation. Tiny little wires uncured. Revolutionised our life. Much more help and much less strife.

Calculators and computers. Made more efficient, cheaper too. Even washing machines will use them. Monday morning won't seem so blue. Britain will not be the same. Now silicone chips have made their name.



The £25 first prize-winner from Tony Musgrave.

Winners of our grand Balloon Competition

WE received a splendid crop of entries for our Grand Balloon Competition - so many, in fact, that we have decided to award several runners-up prizes.

The £25 first prize-winner, after a great deal of discussion and heart-searching is Tony Musgrave of Antony Ross Ltd, Kent (see above).

A second prize of £15 goes to Rod Harbottle of Virginia Water. Rod was one of several entrants who made much of the fact that the gentleman at the back of the tableau is darker than the others.

"But the process must be reversible," he is saying. "I've got a National Front meeting at eight." The gentleman studying the manual is apologetic. "Sorry George, there is nothing in the manual to cover this situation. We'll have to check the exposure timings."

A third prize of £10 goes to Jeremy Larcombe of Leeds, who gave balloons to the same two gentlemen. "Oh no... not another data check," says the first. "No. — It says, 'Tell the operator to get his finger out of the line printer!'" responds the other.

We are awarding three £5 prizes for other entries which made us laugh. The first of these goes to P. T. Regan, DP manager with Petbow at Sandwich, Kent, who has the seated gentleman reading a memo: "The personnel manager writes: 'Jeans, T-shirts, beards and long hair must be worn on the day shift, but operators may dress in lounge suits if they so desire on the night shift.'"

Then there's D. Corfield of Huntingdon, who titles the establishment "Acme Androids Ltd" and has the clean-shaven character (right) saying "Now they want females without moustaches."

Finally in this category, John Baker of the School of Mathematics at Bristol University, detected editor Malcolm Peltu's weakness for the hokey cokey and added appropriate balloons for four of the characters, starting with "You put the punch card in, you take the punch card out..."

An unscheduled prize of £10 also goes to Roy Candler of Peterborough, for his inspired suggestions for what the pictured showed. He thought it might be:

● The inaugural meeting of the Royal Commission on Data Processing and Privacy set up under Edward VII and due to report early next century;

● The bridge of the starship Enterprise in the forgotten silent film version of "Star Trek"; or

● Members of the British Computer Society evaluating the newest range of systems from a Well-Known British Manufacturer designed to cater for the nostalgia market.

As for the two lovelies with the tape, he was in no doubt.

"The smaller picture is a still from a forthcoming TV commercial showing a reel of nine-inch wide computer tape before and after washing in Brand X."

It was nice to discover so many vintage movie buffs lurking among the readership of

Computer Weekly, and several readers submitted balloons with variations on the "Play It Again Sam" theme.

The £10 prize for the first entrant received correctly to say that the two lovelies were comparing old style magnetic tape with the "new" half-inch industry standard, was M. W. Toomey, of Manor Park, London, who was one of a number of entrants who thought the two standing were playing battle-ships.

Many readers thought the picture was of early Hollerith equipment used in the US census in or around 1904. Our information is that it is a Hollerith mechanical data processing installation at the Bayer works in Germany in 1911.

The "special prize", which turns out to be a £5 book token, therefore goes to Angela Benn of Mitcham Data Services, who correctly identified the equipment and was the only entrant to get the date right.

TERMINALS

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Savings for some in packet switching

PUBLIC packet switching networks could offer significant economies to users with intermediate levels of traffic, particularly where long distances are involved. But leased circuits will continue to be cheaper for those regularly transmitting large volumes of data between fixed locations.

This is one of the conclusions of a major report on packet switching prepared by the management services division of Logica.

In three parts, the report aims to assist both users of data communications and equipment suppliers with strategic planning. The first part, a description of the technology and applicable standards, is followed by a discussion of comparative costs and some typical applications.

The last - and longest - part is a detailed country-by-country survey of existing and projected

public packet switching systems.

Working systems, the report notes, are due to come online in nearly all Western European countries within the next few years.

With qualified acceptance of the X75 standard for interconnecting networks, the prospects are high for the establishment of European-wide and international links shortly afterwards, the report said.

In North America, though, carriers are planning to support a much wider variety of devices than in Europe, including synchronous and block mode asynchronous terminals.

By contrast, European PTs consider that synchronous terminals should either be capable of implementing X25 or should use circuit switching services.

The relatively slow response shown so far by manufacturers

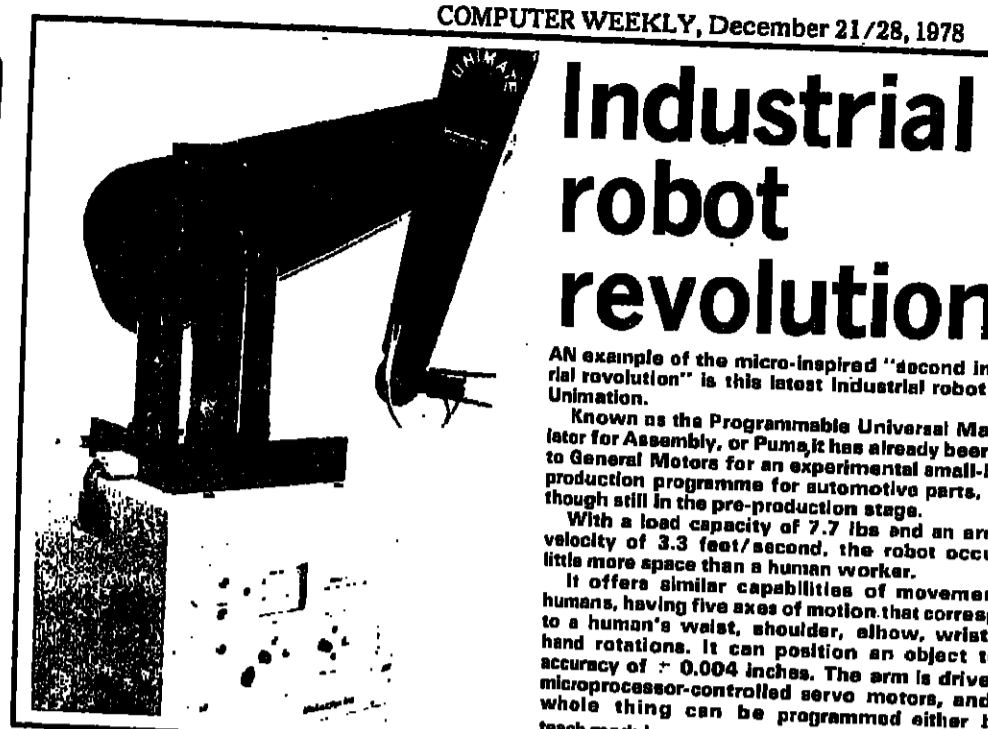
is expected to change in 1979, the report says, with the major manufacturers announcing interface products and network control software.

Almost every user of data communications, the report concludes, will want to be "packet compatible". Even if unlikely to use a packet switching system in the short term, they will wish to keep the option open for the future.

*Packet Switching Report, pp 340, published September 1978 by Logica Ltd, 64 Newman St, London W1, price £125.

Kennedy takeover?

DISC and tape drive manufacturer, Kennedy and Co, looks like being acquired by Allegheny Ludlum Industries Inc, a \$1.5 billion firm based in Pittsburgh, Pennsylvania, that manufactures special steels. The two firms have agreed in principle to the deal which should be finalised early next year.



Industrial robot revolution

AN example of the micro-inspired "second industrial revolution" is this latest industrial robot from Unimation.

Known as the Programmable Universal Manipulator for Assembly, or Puma, it has already been sold to General Motors for an experimental small-batch production programme for automotive parts, even though still in the pre-production stage.

With a load capacity of 7.7 lbs and an arm tip velocity of 3.3 feet/second, the robot occupies little more space than a human worker. It offers similar capabilities of movement to humans, having five axes of motion that correspond to a human's wrist, shoulder, elbow, wrist and hand rotations. It can position an object to an accuracy of 0.004 inches. The arm is driven by microprocessor-controlled servo motors, and the whole thing can be programmed either by a teach module or a computer terminal.

Woman, 22, jailed for bank computer fraud

A 22-YEAR-OLD woman was jailed for two-and-a-half years after admitting the theft of £8,530 from Barclays Bank branch in Buntingford, Herts, by manipulating bank accounts by computer.

The fraud, staged over a two-

year period, was carried out by Georgina Ansell who diverted money from customer accounts to her own and those of friends. She then withdrew this money, most of it going to buy gifts and drugs for her ex-boy friend.

The actual method used by Ansell to perpetrate the fraud has not been disclosed in detail, but Barclays said that as a supervisor within the branch she had provided input to the computer.

ICL through billion dollar barrier

STORMING through the billion dollar barrier, ICL has reported turnover and profit figures for the year to September 30 which fully lived up to expectations and were greeted on the Stock Exchange with a 9p rise in the share price, on an otherwise very dull day.

The company reported pre-tax profits 24% ahead at £37.5 million on turnover 22% up at £609.4 million, and says the growth is entirely real, since minor inflationary effects were cancelled out by unfavourable exchange rate variations during the year.

The company looks forward to similar growth in the current year, putting it in line for over £810 million turnover and £41 million profit for 1978-79. It is well placed for this, with orders taken during 1978 some 35% ahead of the previous year.

ICL has experienced the same trend towards outright sales that IBM has reported over the past two years. As a result, the one area where ICL was below plan was in growth in rentals. Outright sales rose from 36% of turnover last year to 42% this year, while sales to leasing companies fell from 16.8% to 12.5%. Rentals and services were down from 48% to 46%, but ICL claims that the lower figure is still one of the highest in the industry.

Asia and Australasia was the star overseas region, with business growing 30% to £50.8 million. African business grew 24% to £48.6 million, while Continental Europe lagged behind the overall growth rate with 19% to £133 million, which was still ahead of the industry average. Only two overseas subsidiaries, the US and Finland, were unprofitable.

SEMS sets up a subsidiary in UK

AFTER several abortive attempts to enter the UK market through distributors, Europe's biggest minicomputer, SEMS, has decided to establish a wholly-owned subsidiary in the UK. Similar operations in Holland and Belgium are also planned for 1979.

Meanwhile the French company has announced a comprehensive series of hardware-software packages for both its Mitra and Solar minicomputer lines.

Called SIS, for SEMS Interactive Systems, the series includes four lines, three based on Solar and one on Mitra processors.

The SIS-T is the Mitra package, and is targeted at systems builders wanting a lower-cost alternative to IBM's System 38. It runs the Tribu database and transaction processing software, which includes a proprietary high-level non-procedural transaction language, plus Cobol for background batch work.

SIS-T systems are priced at £12,000 to £30,000.

SIS-L, aimed at low-cost business systems market, offers a choice of Extended Basic or Accounting APL interpreters for fast interactive program development. Offered with Solar 18/40 and 18/65 models, it supports four to 24 terminals.

SIS-M is offered with the same two processors, and uses the Mux mixed-mode multiprogramming operating system with batch Cobol, RPG II and Fortran IV compilers.

SIS-S is offered with the full line of Solar processors for scientific applications, and comes with Basic, Fortran and APL.

The three Solar-based packages all feature both IBM 2780 and HASP RJE emulations. SIS-M systems can also communicate with each other using the X25 protocol, and the top model in the SIS-S line can communicate with multiple hosts.

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DOWNTIME reveals secret desires of the industry

All they want for Christmas is to be...

EXCLUSIVE
REPORT
BY CHAD

WHICH managing director of a computer company would really like to play cricket for England, and which industry figures really want to lead an all-woman expedition to Everest or play in a Chicago jazz band?



Following an exclusive in-depth probe survey study, I can now reveal all.

Sitting on the sidelines of the industry jostling down its quirks and foibles each week, I have often envied our intrepid reporters in their daily search for the news. And once they have found the news, I have watched, fascinated, as they follow our editor's edict, cribbed from the ever-grey film classic "Casablanca."

"Round up the usual suspects," says our Ed, meaning that the reporters should ring round the industry "spokespersons" for reaction comment.

This Christmas, I decided to follow his command. But instead of asking about reactions to government reports, micro policies, et al, I asked: "What is your secret ambition; what,

DEREK ROBERTS, managing director of Plessey Microsystems, had no hesitation in naming his own secret ambition. "I would have liked to have been a clarinetist in a Chicago jazz band." There seem to be many frustrated musicians in this business — perhaps we could start an orchestra of sorts.

IBM user association chairman DES LEE could help, as he has aspiration to play in Rod Stewart's backing group — a role to which he would be well suited since, believe it or not, he was once a full-time member, back in the early Sixties, of Sounds Incorporated, the band that played on the same bill as the Beatles on numerous occasions.

Despite the frighteningly high death rate among pontiffs these days, Des revealed another ambition: "I would like to be Pope John Paul II so I could recruit new members for the CUA in the Eastern bloc."

"On second thoughts," he said, "what I would most like to be is a chip in Raquel Welch's digital pendant watch." How he could reconcile that ambition with being Pope was not forthcoming.

ICL user association chairman, DR HOWARD WRIGLEY is waiting for a call from Jim Callaghan because he sees himself as sort of Minister of Technology concerned with implementing what he described as "a rational policy for the integration of computing in society."

REAY ATKINSON, head of the Department of Industry's computers and electronics division, has two ambitions, one serious, and one idealistic. The serious one is to try his hand at technical marketing. "To see if I can actually sell things."

Idealistically, however, he would run far from the madding crowd to seek self-sufficiency on his 40-acre smallholding, "using microcomputer systems to control the cattle feed of course."

Former BCS president GERRY FISHER would like to be first Chancellor of the Exchequer of an independent Scottish government. Alternatively he would like to lead the first all-female (except for him) expedition to Mount Everest.

Last year's BCS president Professor PAUL SAMET said his mother was always asking him when he was going to leave this computer nonsense and go back to decent mathematics. She gave it up when he became a professor of Computer Science, though.

ALAN BENJAMIN, director-general of the Computing Services Association, would like to be conductor of the Chicago Symphony Orchestra. He imagines himself conducting them in Bruckner's Ninth Symphony. Attendance would be an obligatory part of CSA membership.

Head of the national Computing Centre, DAVID FRIBERG's early ambition to be an opera singer faded when he realised what hard graft the job

entailed. He would now like to be a commentator like Robin Day and have the opportunity to criticise without having to carry the can at the end of the day.

LORD AVEBURY, chairman of Digico, would like to be a barister of the Perry Mason vintage. Alternatively, in his old age he would like to retire to the wilds, like sci-fi writer Arthur C. Clarke while keeping open his connections with the outside world. "Clarke has a delightful pad in Colombo full of electronic aids," says Avebury. "I would write books if I had his talent and imagination."

DR DOUG EYEIONS plays many different roles, including technical director of BOC Data-solve, active IBM CUA member and one of the founders of the brave new Conference of



MY manic depressive (he supports Chelsea) schizophrenic, day-dreaming editor, Malcolm Peltus, can't make up his mind whether he would prefer to have been someone Butch, like the best young British footballer, or Funny, like Groucho. But for those who fail to achieve their ambitions, he passes on a message of comfort from Groucho: "Time wounds all heels."

European Computer User Associations. But the part he would most like to play is that of E. J. Thribb, the bard beloved of Private Eye readers.

"I am sure my own poetry would lack the beauty of language of Thribb's own work," Doug admitted. But he added, "My son is called Keith, so I more than anyone know how Keith's mum thinks and feels about the subjects of Thribb's poems." Keith's mum is a source of inspiration to E.J.

If they ever make a Jaws III film, Hollywood's movie moguls should sign up PETER MERRICK for one of the leading roles. Because the mild-mannered gent who heads up Lowndes-Ajax Computer Service spends his weekends engaged in a life and death struggle fishing for sharks off the coast of Cornwall.

Recounting some amazing tales of the deep, Peter told me, "I won £100 at one time for catching a shark weighing more than 75 pounds and a few years ago I caught the fourth biggest blue shark that year in the English channel. It was six feet long and weighed 108 pounds."

Peter admitted that his ambition was to run a fleet of shark fishing boats when he retires, although at the moment he thoroughly enjoys being an entrepreneur in the computer business.



LIZ REES... wants to be a concert pianist at the Albert Hall.



DEREK ROBERTS... Chicago jazz band clarinetist.

The UK's third of the NEB Immos triumvirate, IANN BARRON, a popular guy for scoop-oriented media men at the moment, has just one secret ambition. All he wants for Christmas is a 'No Comment' record. My hard-hitting reporting colleagues pressed Barron for further clarification of this startling revelation, at which point he reached for the 'on' switch of his hi fi...

JOHN MCNULTY, managing director of Modular Technology, said that he would like to continue what he is doing, but thought he might find time for a couple of worthwhile part-time jobs on the side. Taking an unseasonable dig, he said he would like to be head of the NEB, "to dismantle it and its silly plans for micros," or to be head of Post Office Telecommunications, "to mastermind the liberalisation of UK telecommunications."

ICL managing director DR CHRIS WILSON fantasises about playing cricket for England. Happily, ICL's latest financial scorecard is in close harmony with How I would like to see English results from Australia.

His chairman, TOM HUDSON, of whom he once said "this industry moves so fast that you never know what your chairman will say next," reveals a faint regret that he never mastered a musical instrument. "I would have liked to have played the piano really well," he said. That, too, came as a surprise to Dr Wilson. "I didn't know he wanted to be a pianist. I must ask him about that," he said.

Getting close to the classic 'wannabebrunswick', MIKE STERLAND, boss of UK Apple Computers distributor, Personal



CHRIS WILSON... would like to play cricket for England.

Computers, at first felt a strong urge to be Dr Jonathan Miller. But on reflection, he broadened the outlook to being an academic leading a sheltered life. With perhaps just a touch of wishful thinking (a view not uncommon among his fellows in the personal computer busi-

ness), he also said he would like to be a wealthy patron supporting struggling entrepreneurs.

Our own FOCUS man, despite his frequent attacks on the "academics of the BCS," would secretly also like to have been a Don at Oxford — or a playwright.

Winner of the Computer Weekly "We wish we had thought of it first" prize is KERR BORLAND, marketing director of Nascom Microcomputers. While expressing a desire to stay as lunatic as he is (these things



REAY ATKINSON... would like to try sailing.

can be arranged—) he said, "what I really want to do is an in-depth systems research study of a brother." Queue at the foot of the page for sub-contract consultancy work from this one.

Someone with a clear view of his destiny, and with his priorities in the right order, is the imperturbable MARTIN UNDERWOOD, managing director of Lyne Peripherals and bon viveur of note. "I want to be retired, preferably at an early age," he said in snap response to the question. After some deliberation, he added to this ambition to be in politics, obviously in a big way. "I want Jim Callaghan's property on Tony Benn's estate, with Ted Heath's yacht at the bottom of the garden," he said. "You do pretty well in politics."

LORD GLENAMARA, formerly Postmaster General and Minister for Education Ted Short, is now chairman of Cable and Wireless, and he shows the most likelihood of actually achieving his secret ambition, as he has been working on it for a number of years. He is a keen amateur painter and wants to paint an interesting English sky entirely to his own satisfaction.

IAN MACKINTOSH of Mackintosh Consultants, leading agency of the new technology and its impact, brought my round-up to a serious conclusion, when he said, "I would like to play a part in helping to achieve a society in which more people work and life in a pleasant environment using modern technology to help them."

There is nothing left to say except, Merry Xmas, Happy 1979 — and may all your wishes come true.

Data General chips in with Nova 4

FOR the minicomputer industry 1978 was unquestionably the year of the bit-slice microprocessor, with Honeywell, Harris, GEC, Ferranti and Modcomp just a handful of the companies bringing out new this approach is Data General, which has brought out three new Nova processors as the Nova 4 line, offering more power and lower cost than the Nova 3s.

NEWS IN BRIEF

Butler Cox at White House

UK MANAGEMENT consultancy Butler Cox & Partners has been invited to stage a seminar on videotape in the White House. The presentation will be made to White House advisers and staff in Washington in January, and will cover Prestel, developments in France, Canada and Japan, and CAP-PP's plans for "telesoftware" via Prestel.

Security scheme

THE National Computing Centre's Computer Security Awareness Scheme (CW, May 11) has now officially started up. Books, seminars, newsletters, training materials, and so forth will be produced, and a subscription scheme is being offered for £26.04 which covers six "action reports" and six newsletters a year, updates to the NCC's security handbook, and admission to an annual security conference.

Training packs

A RANGE of operator training packages has been announced by Univac intended to help users train staff on its OS/3, OS/9 and 1100/OS operating systems. The first has already been introduced and the other two will follow early in the New Year. Each package comprises a set of lessons on video tape, supplemented by software intended to provide a controlled operating environment for the trainee.

French sales to China

From front page

successful US-developed Level 6 minicomputer line.

A multi-layer printed circuit board plant and other technical assistance are also included in the factories being supplied by the French on a turnkey basis.

Logabux is to provide assistance with display terminals, printers and floppy discs, with a view to establishing licensing agreements similar to those made with Brazil and Poland.

R2E is to supply Z80-based Mical 80/30 microcomputers, SEMS is to supply Solar minicomputers, and CAP-Sogeti is to assist in the establishment of a national software centre.

China's computer industry is at present handicapped by a separate shortage of all forms of storage, and a need for

Micro tender beats mini

MICROCOMPUTERS are beginning to win orders in the business environment against minicomputer opposition. Altair agent in the UK, Compelec, has just won an £18,500 order from Glacier Metals of Ilchester for an Altair 300 system that was being tendered against a Data General Nova.

According to Compelec managing director, Rod Versluis, the two terminal, multi-user system, with 10 Mbytes of hard disc storage, will be used by Glacier for running corporate stock control.

Key feature of the smallest

the Nova 4/C, is that it concentrates the power of a Nova 3 on a single board, including the processor, and 32K 16-bit words on a single 15in x 15in board.

It features the full Nova 3 instruction set, plus two standard additional instructions for load/store byte, and four optional divide. There is automatic program load and an optional real time clock.

The Nova 4/S is a two-board CPU with a fast 13-word instruction buffer, with up to 32K words of memory configured on a second board with four-way interleaving at board level. The interleaving allows an access every 100 nanoseconds, giving a

Burroughs to boost 1800 line?

Word comes to us from far America that, stirred by the mighty System 38, Burroughs hath with keen elasticity took space in learned journals from this date.

To boost the envious 1800 line, Extol its virtues, praise it to the skies. The merits of its software accolades. Against the day when it can add three new, More lusty models, aye, and cheaper too.

(The facts are true: only the phrasing has been changed to protect the poetic mood of this week's issue.)

French sales to China

automated manufacturing techniques, says Dr Barry Bergeron, director of research and technical planning at Univac, who visited China in October on a US IEEF delegation.

"The Chinese computer industry is actually part of one of the ministries," he told Computer Weekly in an exclusive interview.

"There are about 200 computers in the whole country," he said. "There are about 10 different types, ranging from an enormously bulky copy of the Data General Nova 1200 to several one million operations per second machines, and one 2 MOP computer."

"I saw only one disc drive in the whole country, and that had a huge one metre diameter disc — so they always order vast quantities of disc backing when they buy a Western computer."

"With no discs, they have no operating systems, although they are doing research on time sharing. All their systems at present are batch paper tape using Fortran IV, Algol and Basic, and they have no business applications at all. Two-level multiprocessing is the best they can achieve, and 32K is a large memory," he said.

There is a small 16-bit machine doing train scheduling at Peking railway station, he reports.

"They are also doing small-scale ECL. I only saw one clean room, but it was a hot day, and all the windows were open. Everything is handled because they have no automatic handling equipment, so they get very low yields," he said.

"They are also doing small-scale ECL. I only saw one clean room, but it was a hot day, and all the windows were open. Everything is handled because they have no automatic handling equipment, so they get very low yields," he said.

"They are also doing small-scale ECL. I only saw one clean room, but it was a hot day, and all the windows were open. Everything is handled because they have no automatic handling equipment, so they get very low yields," he said.



New voice for IBM users

PROVIDING meaningful feedback to IBM on users' needs is one of the main aims of Professor Kurt Bauknecht, the newly elected chairman of the SHARE European Association, SEAS.

Professor Bauknecht has worked on hardware and system software development at ITT and also with Bull in Paris. He is now Professor of Informatics and Director of the Computer Centre at the University of Zurich. He was educated at the Federal Institute of Technology in Zurich.

Finance system

AN interactive financial modelling system intended for use by non-computer personnel has been introduced by Lowndes-Ajax Computer Services. Called Simplan, it was developed in the US by Social Systems Inc of Chapel Hill, North Carolina, and enables the various parameters in a financial model to be changed using free-form English statements. It is already used by 40 companies in the US.

Local authorities list COM benefits

IMPROVED data retrieval is the main benefit derived by local authorities from using computer output microfilm according to a report now available from the Local Authorities Management Services and Computer Committee, LAMSAC, on the use of COM in local government.

Interestingly, of the 57 existing or prospective users of COM, that completed the questionnaire which forms the basis of the report, 48 cited savings in space as an important reason for deciding to use COM, while only 31 listed improved data retrieval.

However, of the 44 users that answered a question on actual benefits achieved from COM, only 20 put space savings as the main benefit, while 24 cited data retrieval.

The report is a workmanlike table that details what more than 50 authorities all over the country are using COM for. It covers nearly 50 different applications.

*COM in local government, 28pp, £2.50, LAMSAC, 3 Buckingham Gate, London SW1E6JH.

French privacy team

are Jean-Claude Sarazin, formerly with Bull and now with La Redoute, and Paul Alba, from the oil company Groupe Elf-Aquitaine.

The National Commission for Informatics and Liberty, as it is called, was set up under the privacy law which was passed in February this year, and is charged with controlling the licensing of all public sector files.

There are only two computer men on the commission. They

Agreement ends

A ONE-YEAR distribution agreement signed in the US last year by Data General and the Wyle Group is not being renewed. Wyle sold Data General systems to end users in the West Coast region. The firm still sells Dataproducts, Lear Siegler and Memorex kit.

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THE STORY BEHIND THE NEW RADIO WAVELENGTHS

On the 23rd of November many familiar radio programmes will be found at new positions on the tuning dials of our receivers. What are the technical reasons behind the changes? And why did the BBC choose the particular new wavelengths for Radios 1, 2, 3 and 4? The November Wireless World brings you the whole story — plus useful tables listing the new wavelengths of all the UK radio stations involved.

Also in this issue: constructing a noise reducer for tape recording; an unusual design of electronic burglar alarm; a survey of laboratory "breadboards."

wireless world

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'SCOUSE RULES' SAYS STAN BOOTLE-KELLY

DRAWING himself from the crabs of Frisco's Fisherman's Wharf, the sunshine of Malibu Beach and other rigours of the Californian climate, culture and computers, Stan Bootle (pictured right), has taken time off to send a Xmas parcel to us folks back home.

Stan's real name (would you believe) is Bootle (he is also a native of Scouseland). He became part of the folk-singing revival in the 1950s, under his

Kelly nom-de-folk, when he took the Liverpool back street Come-All-Yo's to Cambridge and a media degree.

Also part of that other-kind-of-folk movement, computers, Stan dates back to the Edsac at Cambridge when, he claims, "Software was a Man's Job." He is running his own company called ADAM-ant Inc in San Francisco, which specialises in "A natural language" systems for minis and

micros. He claims it is the fastest growing company on the West Coast run by an Anglo-Irish topologist. He begins his message of Christmas cheer by reminding us that in the States "we have a sort of dress rehearsal for Christmas, called Thanksgiving, then you have four weeks to recover from the bout of turkey eating. Thankfully the Pilgrim Fathers did not have to survive on, say, beaver."

Now, read on...



A simple sign-off command "TRA, WELL" would replace the present jungle of BYEs, Ends, AMENs and Finishes.

The day-to-day banter heard in countless installations would lose its po-faced, anemic character. Repeat after me the following paradigms:

"De Blockerman's runnin' like a glass-blower's arse"

"The Supervisor appears to be functioning well"

"Wit all youse chin-waggin', me diddy's gone under de lamp"

"The growing number of conversational time-sharing users is noticeably degrading the performance of my mini"

"Yer proey's full of tuts; I 'ad to gerrouff at Edge III"

"Your program needs debugging; I was obliged to interrupt it prematurely"

"NB Edge Hill is the penultimate station before Lime Street, the London-Liverpool railway terminus."

"Tat" is a noun derived from the adjective "tatty" = "tattered"

"Dis Subby's crawlin' wit nuts"

"This small sub-routine still has many minor bugs in it"

"Keep douse in de box, dere, La, dere's a shade on de wot"

"Watch the VDU carefully, my good man, I fear that a flip-flop may be malfunctioning"

The relative failure of such artificial universal languages as Esperanto and Interpasa indicates that we are justified in promoting a living language, warts and all, with a sufficiently creative pool of neologisms and malapropisms to keep the socio- and psycho-linguists amused (they can be real bugs when they're bored).

At the literary level, Scouse does not yet have its Hardy, Burns or Priestleys, but I'm doing my best. Scouse Press, founded by adopted-Scouser Fritz Spieg, has published many guides to the dialect, including a definitive phrase-book in the Teach Yourself series, entitled "Learn Yerself Scouse" (Spieg, Shaw, Kelly).

It is not widely known that Hugo's novel "The Hunchback of Knotty Ash" was re-sited from misguided patriotic motives; nor that Donizetti actually wrote an opera called "Emilia di Liverpool" (first performed in Liverpool under the direction of Fritz Spieg); nor that Smetana's masterpiece "The Battered Bride" was inspired by that composer's visit to Scotland Road.

My trump cards, showing John, Paul, George and Ringo will remain up my sleeve to counter any unexpected opposition.

Last you think that Liverpool is merely the Soccer mecca of the Universe (and it's true that we lead both Division One and the Central League) recall that the neutron (without whom the atom as we know it today would fall apart) was invented and patented at Liverpool University in the 1930s.

And so in one swell foop, I offer you a bridge over troubled waters, a unity of discourse, a unity of data format, a most COMMON language!

If you doubt dat, ar kid'll put a fleuk's gob on yzi!

"My brother will smite you severely!"

A newly reconstituted ISO (International Scouse Organisation) could readily issue mandatory Scouse words and phrases to be incorporated in the major computer languages as standard function names and diagnostic messages, thus ending the current chaos of parochial variants!

In Basic, for example, a misleading line number would invoke the colourfully aggressive error message: "YER WHAT? Major errors would elich the response 'GERROFF' and might even lead to your 'Proey' (program) being 'Wellid' (aborted) without prior 'Griffin' (warning).

The development of natural language programming systems has proved to be a frustrating and elusive goal. Are "natural languages" precise enough to guide a finite-state machine through its mindless maze of possible steps? And if so, which natural language would minimise the xenophobia attendant on such decisions?

English has undoubtedly gained the mantle of Lingua Franca Scientifica (the Berkeley campus has a French Professor Of Eng Lit; the best Shakespearean scholars are German and Jespersen was Scandinavian; QED) but no firm decision on which English dialect (BBC, ITV, Strine, Bronx, Geordie etc) should unify all future data processing and intellectual communions has yet been reached.

On strictly statistical grounds, a form of mid-European pidgin English should prevail. As the great Armenian mathematician Aram Besicovitch once said to a critic of his dictation: "Zere is more pipples vot spik English like wot I do, zan like vot you do" (I paraphrase).

Sympathetic though I am to this claim, I feel that the centre of gravity of scientific activity has noticeably drifted away from Cambridge; further, that a more proletarian, less BBC-3 Talks Department ambience would help win over the socialist and developing nations.

Shunning the many stridently self-interested lobbyists and their patent lack of objectivity, I propose the Scouse dialect, as spoke in Liverpool.

I have proved elsewhere that since the wealthier of the Potato famine refugees who fled to Liverpool in the 1840s moved on to New York and Boston, while the more scurrilous of the poorer were transported to Van Diemens Land, Merseyside emerged with the ideal working class intelligentsia.

The Scouse variant, therefore, already the indignant tongue of a million wackers and Judies, is a strong contender to extend to all classes the role that Latin played in bourgeois scholastic discourse up to the 17th Century.

Note, too, that Engels' Cotton Mill was just a few miles up the East Lancashire Road but for those indifferent to political contentions I will offer irrefutable photological, lexical and syntactical arguments, like:

Take vowel sounds for example. Whereas most known languages have baffling mixtures of forward, backward, open, closed, nasal and oral vowels, Scouse has only one category, namely backward/nasal and all forms, including the Dingle Umlaut, are notably free from diphthongisation.

The consonants, too, present fewer problems for the foreign learner. The mouth is kept furly closed, like, with the teeth clenched, greatly reducing the physical effort of articulation.

The velar fricative (eg, the "ck" in "lick") and, to a lesser extent, the initial heavily palatalised "k" (as in "job queue") will, however, need careful practice, even by the Scots and Germans accustomed to "loch" and "Buch". They will need to add a

more urgent expectorant and glottal quality to such consonants.

Ample compensation can be sought, though, in the complete absence of the "th" sounds (both voiced and voiceless), a feature of standard English phonology which has literally alienated the French for countless generations and, indeed, triggered the 100 Years War.

Some would argue that Scouse has repealed Grimm's Law, so that all those centuries of pointless consonant mutations of simple Gothic sounds can now be declared inoperative.

What you mean you got RANGUAGE PROBLEM, DEH, WACK?

by a brilliant team of linguists, mathematicians and cryptanalysts.

Had they not, using a computer primitive by present standards, managed to straddle the gap between the "illiterate" and the "innumerate," one wonders what the current state of research in the Humanities would be.

A new generation of scholars, exposed to "a little Basic and less Algol" at grammar school, is beginning to accept, as a matter of course, that "knowledge" can be stored, accessed, browsed through, edited, mutilated, misinterpreted or simply ignored, using a VDU/keyboard/printer/modem at least with as much efficiency

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PEOPLE AND EVENTS

Edited by Nancy Pocock

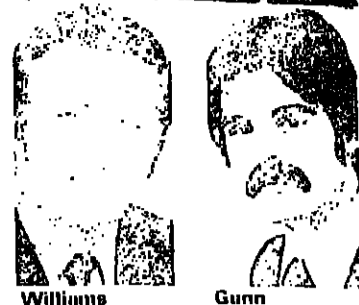
ITT marketing and financial appointments

APPOINTED as marketing manager of ITT Business Systems is John Williams. He takes over from Peter Benstead who was recently promoted to the position of marketing director. Williams was formerly marketing administration manager. Graham Burke, previously group district manager for London North area, has been appointed to the new position of national sales manager. Appointed assistant controller of ITT Business Systems and Communications group, Europe is Geoff Vosper. Prior to this, he was controller for ITT Business Systems in the UK and also finance director for ITT Creed. He is succeeded as controller for the UK by David Lee, previously controller for ITT Creed. Formerly contract administrator, Tony Turner becomes contract and market administration manager.

Bill Clark has become divisional director of Datatype Systems, a recently formed offshoot of Datatype terminals. He was formerly UK sales manager for Intel. With Datatype, Clark will be responsible for marketing the recently announced Lear-Siegler VDP-1000 micro system in the UK.

John Bryson has joined Nixdorf as financial controller having previously worked as a management consultant for Coopers and Lybrand Associates. Peter Gould rejoins the company as operations controller, after working in support for Hazel. A former Wing salesman, Cliff Sutton, joins Nixdorf's marketing team, with special responsibility for advertising and sales promotion. Former national accounts branch manager, Owen Cooper becomes marketing manager, while Bryan Taylor takes over as national accounts branch manager, having previously held the post of national accounts sales manager. Formerly a national accounts salesman, Richard Bearpark becomes London West branch manager.

Ray Wilkinson has been promoted by Redifon Computers to the position of customer services Midlands branch manager. He was formerly supervisor for the Midlands. Dick Cooling, previously customer services supervisor for the Southern branch, becomes customer services Southern branch manager.



Williams
Gunn

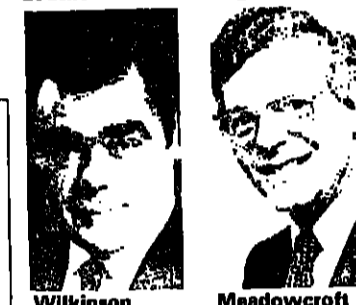
Mark Gunn has joined RIZ Computer Services' Laser team as a sales executive. He was formerly a graduate trainee accountant in the financial accounts department of FMI Records.

Jack Barrett has become a non-executive member of the board of directors of R. H. Cole, the holding company of the R. H. Cole group. It was until recently director of research and development for Monsanto and retired this year from its board of directors.

Richard Koffler has been appointed as a research consultant with Butler Cox & Partners. He was formerly a research assistant at the University of California, Berkeley, where his MSc thesis was concerned with the analysis of reliability and fault tolerance of complex systems.

Alan Spenser, formerly a design engineer with Brown's operating Systems Services, has been appointed as a senior engineering consultant, specialising in hardware and software communications development.

Pip Challand, until now senior software support analyst at the City branch of Eurocom Data, has been appointed data production manager of the branch.



Wilkinson
Meadowcroft

Geoff Meadowcroft has been appointed general manager of ITU UK. Prior to this, he was general manager of the data systems division of ITT Business Systems UK, and he has also served as vice-president of European operations for Sanders Data Systems.

Charles Croker has been appointed to the board of Linotype-Paul as financial director. He was appointed financial controller in 1977.

BETA officials

MANAGING director of Pitney Bowes, Ron Williams, has been elected president of the Business Equipment Trade Association in succession to Andy Andrews. Elected as vice-president is Bryan Wilson, sales director of Frank Wilson (Filing) and currently honorary treasurer of the association. The other three vice-presidents, Victor Hargrett of Haldale-RSE, Fred Fowler of IBM, and Arthur Galt of Facit Addio, have been re-elected.

DIARY

JANUARY 4
The application of microprocessor based systems by engineers. IMechE/IEEE/Microprocessor Application Group University of Leeds.

JANUARY 6
UK. BCS 7th Open Day. BCS Harlow sub-branch. Coaches provided.

JANUARY 8
Software Design techniques — data networks. F11113, Robertson, BCS East Anglia branch. Thomas Palmer Hotel, Bedford, 19.00.

JANUARY 9
Packet switching, an overview. I. W. Adam, J. G. Widdows, EE, Savoy Place, London WC2E 7JN.

JANUARY 10
Computer education in schools. P. McGee, BCS NW London branch/Matthys Teachers centre, W. London. Railway Hotel, Greenford, 19.30.

JANUARY 11
Computers in retail distribution. J. E. Blake, BCS Croydon branch. Fairfield Hall, Croydon, 19.15.

JANUARY 12
National police computer system or the police command and control system. IBM, W of London to Oxford branch, Bull Hotel, Goring, 19.00.

JANUARY 13
Computer front-line control and loss control. I. M. Ross, D S. Reading branch. Capri Inn, Pangbourne, 20.00.

JANUARY 14
Visit to British Rail, Nottingham. 2.00 evening. D S. Nottingham branch, Nottingham, 19.30. (0502 4631) ext 2053.

JANUARY 15
The impact on business organisation of rapid technological change. BCS Business Information Systems group. City University, London E1 1 4 20.

JANUARY 16
New technology and its effect on CIM. Harry Ashdown, BCS Merleham group, R10, London NW11 0J.

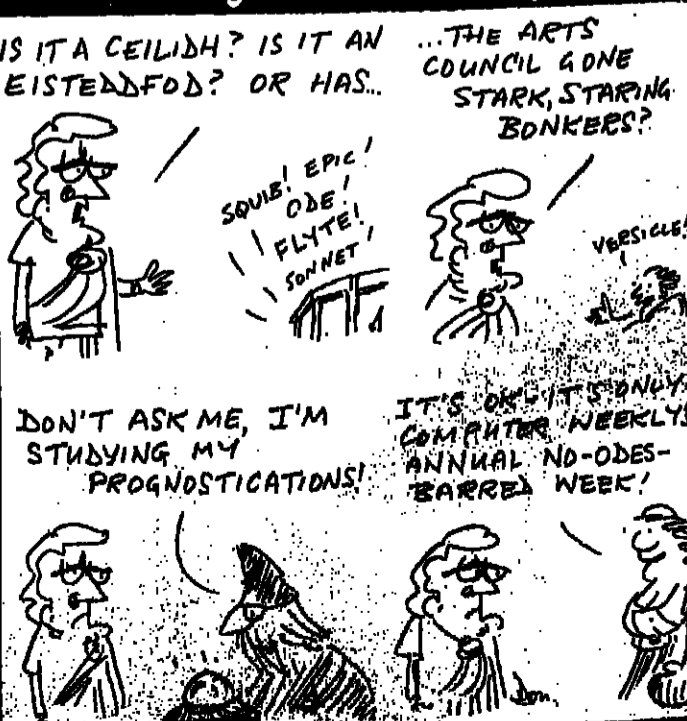
JANUARY 17
Computer fraud. J. J. Kenny, BCS N. London branch, West Lodge Park Hotel, Cockfosters, 19.45.

JANUARY 18
Viewdata systems. BCS Kingston branch. Regional Management Centre, New Malden, Surrey, 19.30.

JANUARY 19
R. Shaw, chairman of BCS Branches Board. BCS Hampshire branch. The Lady Cat, Chandler's Ford, 19.00.

Liveware Saga

by Don



DOWNTIME CHRISTMAS SPECIAL

Poet-tree

The charge of the light byle

Into the valley of death rode 600 bytes, that a second ago were a life, or something more relevant like the wages of sin, we're dumping you now to save management strife.

Have courage 600, you bytes of our past, your data retention is needed no more. You've lived your life valiantly, uncorrupted and pure, but virginity's nothing when we're needing more core.

Your representation of something important is no longer needed, though maybe to you that seems hardly relevant, dying on power down, perhaps you should fight back, that's what I'd do.

Martin Banks

Horrid sonnet

It's been a vintage year for IBM:
A veritable cornucopia.
Such giant leaps toward Utopia,
A torrent quite impossible to stem
Has flooded forth from Armonk's gen'rous breast:
A new desk-top, new WPs, new screens,
New 38s for ageing 3/15s,
Each smaller, faster, cheaper, bigger, best.

And oh the letters: Docs, RPG III:
ACF/NCP/VS-v2,
DPPX, DPCX — all new,
And still to come, the longed-for series E.
Sheer joy to write about: one must enthuse,
And yet... I wonder what they're like to use.

Tim Palmer

Pneuma

Life is a terminal illness
Whose course we may trace
From angry birth to angry death,
Which is that fevered moment
When we know that others will survive
Our unbreathed passing:
Death is the last sigh.

And so we seek a second voice;
Yearning to hear it is not so:
That death shall have no dominion
That death is but a cure
Of an incurable condition.

Thus hearing, whom do we trust?
Life is progressive, whether
Benign or malignant:
Though cell yield to cell
In a long dance cycling,
Can we assume its meaning,
Like the bee's returning dance
At the hive, must point to something
As soothing as honey?

We can die guessing,
Or live — to the last gasp.

Don Mitchell

A bit-slice of life

The robots sang in wild acclaim
Of IBM's latest mainframe,
False eyelashes and stiletto heels,
It even had chrome data reels,

But this new micros came along
and ended the robots happy song.
Now their talk centres around this:
How do you kiss a tiny black obelisk?

Robin Webster

Quicker is slicker

Along the optical fibres
The laser'd message came:
"Things are no different,
They are much the same."

Thus the Poet Floriate,
Proving the ancient dictum:
Words transcend the medium,
What matters is — who picked 'em.

But the medium is the message,
Quoth guru M. McLuhan:
The point, I guess, must now be "Not
The saying, but the duhan."

Don Mitchell

Party poem

I went to the party looking for a girl
but instead I found you —
little black spider

I was sitting on the floor
dreading of thighs
while you sat in a corner
hustling for flies

and at first when I saw
that spot on the wall
I tried to pretend
you didn't frighten me at all

so I kept my eyes fixed
on the backs of girls' knees
and the bumps on their chests
while you busied yourself
weaving a web
to catch your own feast
of delicate flesh

then despairing of girls
I turned my attention
bravely to you;
trembling and vulnerable
like the girl of my schemes,
with eight arms to please me
you created wild dreams

and as the party congealed
into globules of two
I was left in the corner
alone with just you,
my little black spider,
spinning silk curtains
to make a boudoir of my beard

Malcolm Potts

Written off

My life is
a half-written sentence,
always started,
articled indefinitely,
never finished,
even in past tense.

Your life is
a precise, paraphrased
simple, concise,
it lacks the vitality
that juxtaposed
bad language can raise.

Our life is
now trapped in a paragraph.
Not near the end,
that sparks of finality.
Nor at the start,
we neither can laugh.

Martin Banks

Til death

After all these years
living with you
is as exciting
as payroll module 92;
as surprising as
battered bruised
cod and chips
for Friday canteen lunch;
and communicating with you
is like talking to a compiler:
in Backus-Naur

But after all these years
I have grown accustomed
to your wheys
(and your take home pey)
so as we sit each night
graph plotting,
our ever diminishing future
I remember our proe vow;

while love > hate
for richer or poorer
until death
do us part

Malcolm Potts

Indian Empyrean

I only fly Air India for the girls:
There's
Always one, worth
All the endemic hold-ups, irksome
Struggle to check (for
Every Indian seems to carry the
Taj Mahal in his suitcase and
Hanayun's Tomb as hand-baggage). There's
Always one, im-
Possibly elegant, sared in
Lustrous green or bright and brittle
Gold, as if
Gift-wrapped, with a
Smile that gently
Tears your heart asunder,
Creeps into your dreams and lies
Languorous and perfumed like
Siddhartha's Kamala. And we, poor
Prisoned souls and bodies,
Belted like galley slaves, can
Only sprawl uncomfortable and wonder
What unimagined realms of loveliness
Are breached each time the
Monsoon blackness of her hair
Falls loose
And lies about her shoulder, warm
And all-embracing as the
Silk South Indian night. I
Only fly Air India for the girls

Tim Palmer

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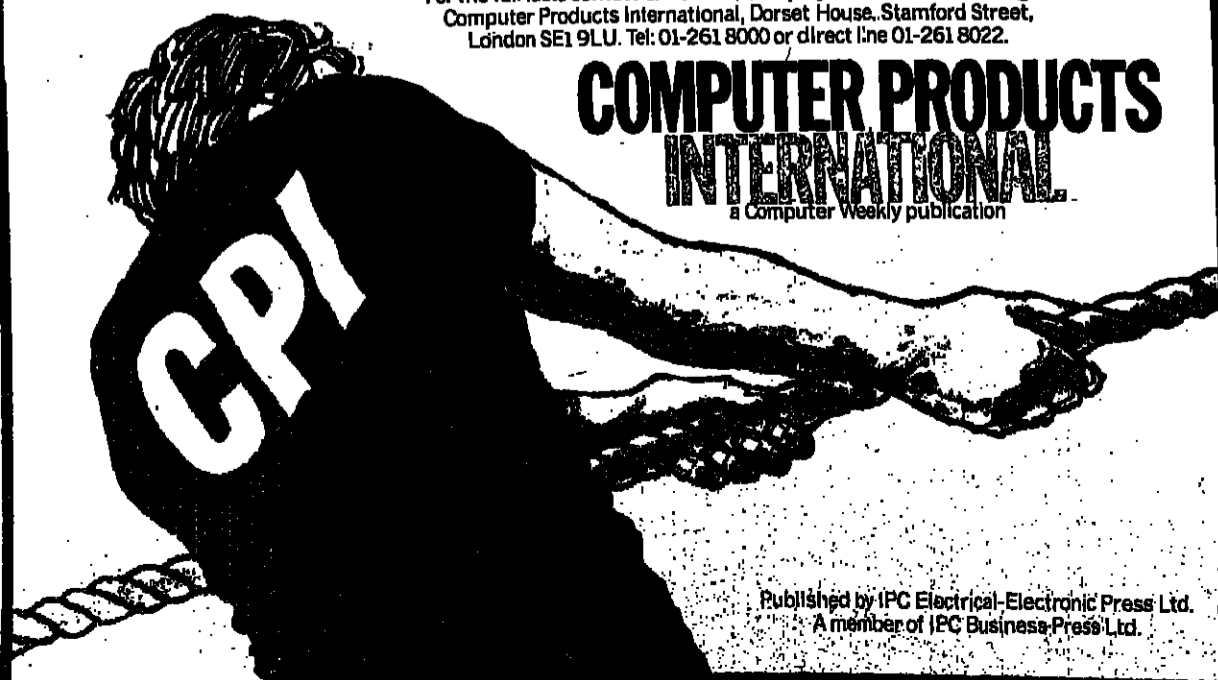
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'Electronic office' system designed to improve managers' productivity

UP to three-quarters of the wages of a large company could be accounted for by managers, and a main result of automated office systems should be the improvement of management productivity rather than that of secretarial staff.

That was the aim of an "electronic office" system established by Citibank in New York, although the project hit many snags when trying to turn theory into effective practice, according to Bruce Hasenyager, of Citibank.

Speaking in London at a conference organised by ISL of Chorley Wood, Hasenyager said that if managers could communicate more efficiently and effectively they would be in a position to "manage better and to manage more".

From this principle sprang a Citibank development plan which embodied four major elements.

These were a communication/information control facility, an automated filing cabinet, an information sharing facility (which has proved of lesser importance than was at first thought), and the telecommunications infrastructure. The importance of the last aspect, said Hasenyager, cannot be underestimated.

As a first step, Citibank designed an advanced management workstation, to perform a variety of functions. Of these, only the word processing part was a success. The electronic mail part, said Hasenyager, was "a disastrous failure," basically because it was too much hard

work to use it.

The ability to perform local applications was also unpopular. The response time was poor, the displays were hard to read, and the software was "hostile". The access to remote computers was another function that gave less than satisfactory results, again due to the complex mode of operation.

So, said Hasenyager, not a happy result; it had to be regarded as a learning experience. Design of the workstation started again, with a clean sheet of paper. The process took two years and the result is a pilot project in Manhattan, involving 15 workstations in five different buildings.

The underlying philosophy inspiring the workstation has been to keep existing procedures as they are, and to build an electronic analogue of them. In this way the receptivity of the users has been greatly increased.

An important feature is the

adoption of a very high resolution display, the characters being formed from a 20 x 30 dot matrix.

Human factors feature strongly in the design of the keyboard. One feature is an "Oops!" button, which allows you to recover an error.

Hasenyager said it would be difficult to overstate the importance of the physical plan. Air-conditioning, power supply, wiring space are all affected. Citibank has just built a \$200 million building without thinking about these aspects, as a result of which it could well automate itself out of it in a few years.

On the basis of progress so far, Citibank is "pretty comfortable" with the new system. The cost of one management workstation is currently \$30,000 which, says Hasenyager, is too much. It should be (and shortly will be) \$10,000. At that time every manager will have one.

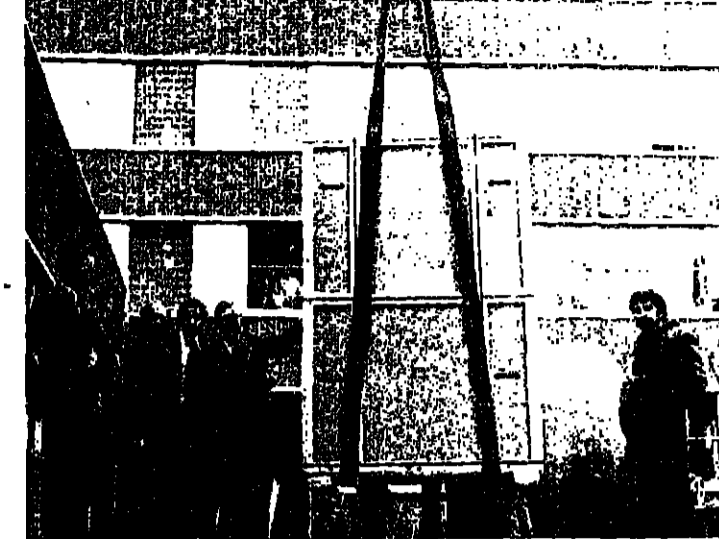
Linguistic computing founder chairman retires

AN era came to an end for the Association of Literary and Linguistic Computing last week when Professor Roy Wisbey relinquished the chairmanship during the annual meeting. Professor Wisbey had held the post since the association was founded five and a half years ago.

Continuity has been maintained, however, by the appointment of Mrs Joan Smith as his successor. Mrs Smith, who

works for the University of Manchester Regional Computing Centre, was co-founder of the association with Professor Wisbey, and was also the first secretary and the first editor of the association's bulletin.

Professor Wisbey commemorated his retirement with an address in which he summarised the achievement of the association under his chairmanship. He described the ALLC Bulletin as "the most valuable result of our



Ordered earlier this year by the Universities of Bristol and Bath (CVJ, June 22), the first Honeywell Level 68/DPS Multics system to be sold outside the US was installed last week at the Avon Universities Computer Centre in Bristol. The party, seen here greeting the first piece of equipment, includes Professor Mike Rogers, professor of mathematics and computing at Bristol University — who has a steady hand on the crane.

Big money in desk-top computers

SMALL systems are big business, and will get bigger in the near future, according to the latest findings of US market research company, Venture Development Corp.

A study on desk-top computers shows a clear division in this market between commercial desk-top systems, as typified by the IBM 5100, the Wang PC-11 and the Hewlett-Packard 8825, and the home and hobby computers.

The study shows that, although the latter sector is already the big volume sales market, the big market in value terms is desk-top computers.

Sales of desk-top systems in 1978 will total 28,000 units, according to the study, with a sales value of \$392 million. Home computers will top 31,000 units, but sales will only be \$71 million.

By 1981, the company predicts that while home computer sales will have risen to \$179 million, the market for desk-top systems will jump to \$1.2 billion.

ASTMS New Year seminar

A THREE-DAY New Year seminar on the impact of microelectronics is being planned by the white-collar union ASTMS.

The seminar is for all the union's national officials, and will be held at its Whitehall College, from January 3 to 5.

Speakers will include Derek Roberts of Plessey, Robert Clayton of GEC, Iain Barron of Inmos, and Sir Kenneth Benell, head of the Central Policy Review Staff.

Introducing the HP 2621.

Hewlett-Packard's new addition to its CRT family includes hard copy at the press of a key and a half dozen other very sophisticated features. But the best news is that it is easy to use and costs just £1,596*.

We took a long, hard look at how you use a simple CRT terminal. We applied 10 years experience producing sophisticated high-performance computer products and engineered the 2621 from just one point of view: yours.

Bright, high-resolution display

If you used a CRT all day, you'd demand the brightest, sharpest display made. So we didn't take any short cuts on the 2621's display. It's the same display with enhanced 9x15 character cell you see on every HP CRT terminal, even our top-of-the-line models.

Scrolling memory

Interactive sessions go faster if you can look back at what you've already done. So we designed two full pages (48 80 character lines) of continuously scrolling memory into the 2621.

Friendly typewriter keyboard

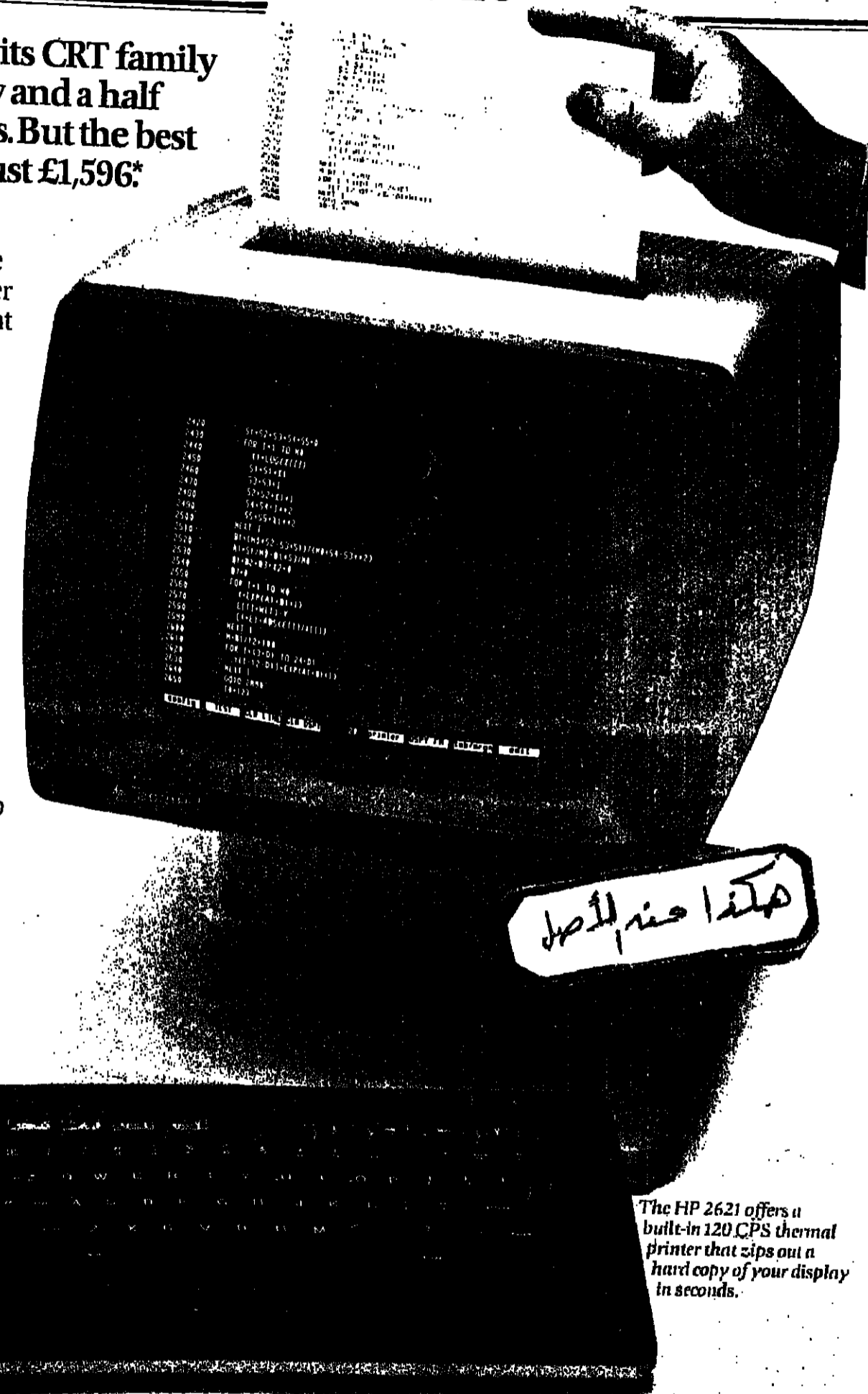
Which makes the 2621 easier to learn, faster to use. And to accelerate keying in numbers, we put the numeric keypad right in the middle of the keyboard.

Pre-programmed function keys

We increased the capability of the 2621's simple keyboard with eight special keys. In regular use, they control the cursor, rolling and scrolling. But they're also labelled on the screen with pre-programmed functions which, with a touch of the shift key, control self-testing, terminal configuration, display functions and editing.

Comprehensive editing

Editing? On a simple CRT? Sure. The 2621's comprehensive editing includes character and line insert and delete, clear line and clear display. What's more, the 2621 keeps your input separate from your CPU's, so you can edit replies before sending them to your CPU. And all without rewriting a line of your system's software.



The HP 2621 offers a built-in 120 CPS thermal printer that zips out a hard copy of your display in seconds.

Easy interface

The 2621 communicates with your CPU at 110 to 9600 baud through an interface directly or via a modem. The 2621 is also available without the built-in printer for £908*.

*Prices correct at time of going to press.

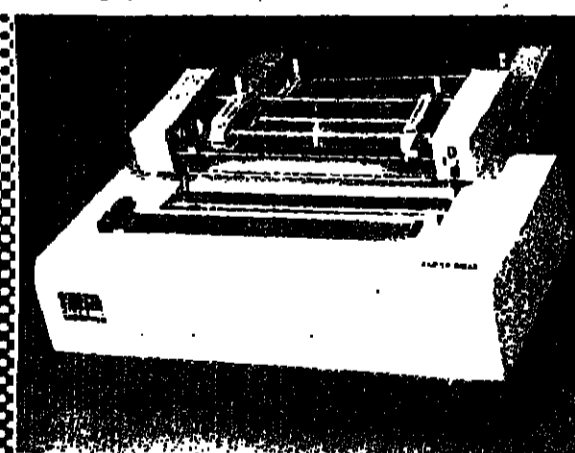
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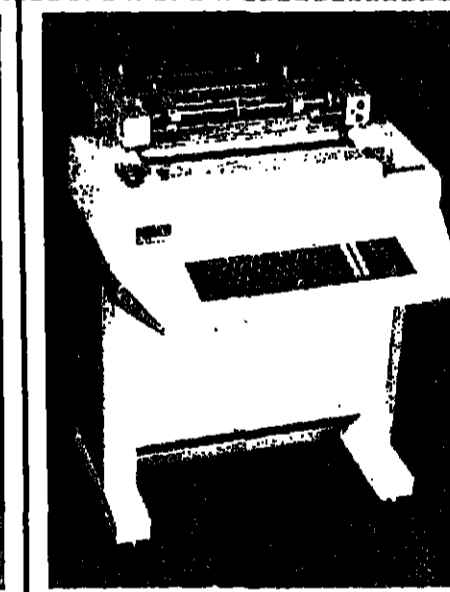
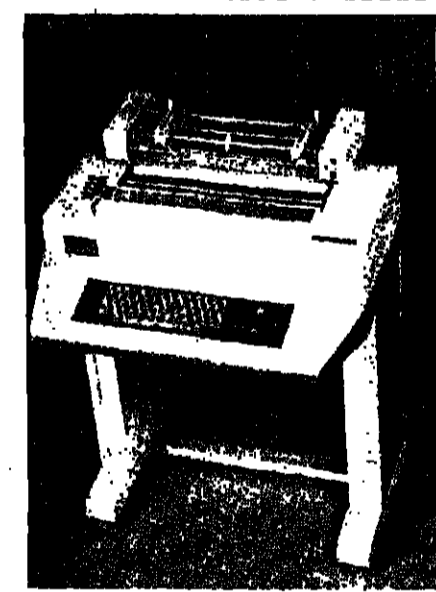
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- 7.2 dot matrix
- Paper width — 4 to 14 1/2 inch / standard
- Character set — 64 characters USASCII code / standard
- CCITT V24 serial interface / option



DZM-180/KSR Conversational Terminal

- Full or half duplex transmission mode
- Buffer capacity 256 ch
- Transmission speeds — 110 or 150, 300, 600, 1200, 2400, 4800, 9600 bauds
- 96 characters
- 32 functions



DZM-180/57 Conversational Terminal

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- Multiple simultaneous printing
- Modem adapter
- Stented print

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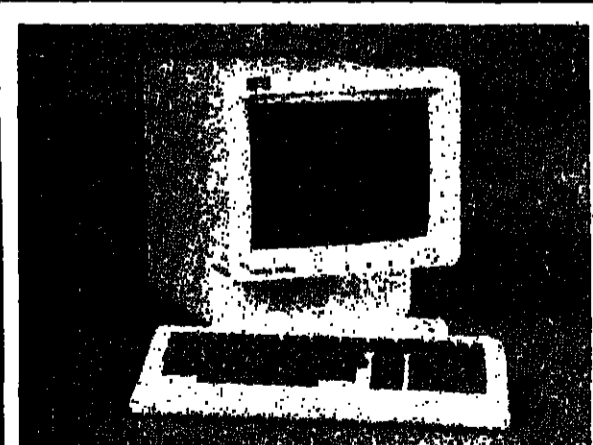
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- Media compatibility and data interchange between units and with IBM System 3741 and 3742
- IBM type 3740 compatible
- Capacity — 83 Mbits



Meira-7900 Data Terminal System

- Applications — file entry, reservation, conversational, distribution systems
- High configurational flexibility and adaptability
- Stand-alone and cluster configurations
- Local and remote configurations
- Features — identifiers, programmable communication procedures, data field format control, printer adapters, etc.



The home loan company that's getting into computers

When the Home Federal Savings and Loan Company looked for a branch network system to replace its IBM 2980 teller stations, none of the existing systems was suitable. It therefore designed its own, and this turned out to be so successful that Home Federal is now planning to set up a separate company to market it to other US savings and loan associations. TIM PALMER reports from San Diego, California.

WITH companies like Datasab and Philips promoting modular banking terminal systems in the US, and Burroughs and NCR moving away from the rigid US approach to introduce products designed on the European model, US savings banks might be expected to have all the options they could possibly need for branch automation.

Yet after an exhaustive study of all the equipment on offer, Home Federal Savings and Loans of San Diego, California, rejected all the existing solutions to its problem and decided to design its own product.

The resulting system turned

out so well that the association, one of the half-dozen largest in the US, is planning to set up a separate company to market it to other savings and loan associations in the US.

The associations are similar to the UK building societies, and are mutual organisations, owned by their depositors. They operate a variety of different savings accounts, typically have many branches within one state, and, like building societies, lend money mainly for house purchase. Home Federal has run its branch network system on an IBM 380/85, backed up by a second 65, for several years.

The machines run under EDOS, the proprietary enhanced DOS operating system marketed by the Computer Software Co. The main 380/85 has just been replaced by a plug-compatible AS/5 Model 3 from Ite and the association plans to switch to OS.

It runs Cullinane's IDMS database management system, which is updated in real time, handling an average 40,000 to 50,000 transactions a day, with the rate running at the equivalent of 100,000 a day at peak hours. The association has grown dramatically during the 1970s,

with assets reaching \$3,300 million today, compared with \$800 million in 1971.

"Our previous system, using IBM 2980 teller stations, was Nightmare City," says Dan Pettis, who is in charge of systems design at Home Federal.

"It was just not doing the job, and so we examined everything on the market, but nothing suited the Savings and Loan environment. We did look at Datasab of Sweden, but they had only just arrived on the US market, and we weren't too happy with the way they hang all the terminals off a bus with a

priority system for transactions."

Home Federal had some fairly precise requirements — in particular cosmetic but important things like walnut cabinets for the terminals to blend in with the bank decor — and decided to develop its own system.

So it was that the Vision 2000 system was born — Vision for Vendor Independent System Information Online Network.

At the mainframe end, Home Federal opted for the approach used by Paradigm with its PIX II system for building a network around an IBM mainframe — that of making all the remote terminals look to the mainframe like local peripherals. The advantage of this method is that there is no need to tie up the mainframe with communications software.

General Automation was chosen to supply the mini and microcomputer hardware right through the system, from the mainframe front-end through the satellite processors to the branch controllers.

The front-end is at present a GA SPC-16/85 mini, shortly to be replaced by the newer 16/440. It is attached to any of the mainframe channels, byte, selector or block multiplexor, and looks to the mainframe like a tape unit.

The front-end runs under GA's RTOS real time operating system and is programmed in assembler. It handles full error diagnostics for the whole system, routine reports being logged on a printer and any potentially fatal faults coming up on a display. It also compiles statistics and status reports on the system.

The front-end supports three satellite processors, GA 16/440s, distributed regionally in California, using bisynchronous communication, although a switch to IBM's Synchronous Data Link Control is planned shortly.

The satellites act as network controllers and do some concentration. They are each backed by a 10 Megabyte disc drive which carries the journals for all the branches supported. Each satellite system includes three or four processors including one on hot stand-by, and there are five high-speed lines out of the front-end, each with two satellites attached.

The satellites, also programmed in assembler, run under GA's Control 3 operating system. They support two lines each, and each line carries about 10 branch controllers multiplexed off it.

"We use 16K word GA 16/110 single-board microcomputers as the branch controllers," says Pettis. "They are the only 16-bit microcomputers with support for SDLC, which was one of the attractions. The 110 has a 64-port asynchronous multiplexer, enabling up to 64 independent devices to be attached to each controller."

The 110s, which have no operating system and no bulk storage devices, support terminals and printers. The association has 61 branches, and there are a total of 98 controllers on the network, with two in the larger branches, each supporting alternate teller positions. The smallest branches on the network have only two positions, but the largest have up to 80.

The terminals are attached to the controller via current loop links, using fine parallel wire cables which were already installed in many of the premises.

The satellites are polled from the front-end and the controllers are polled from the satellites, and communication from terminal to controller is interrupt-driven. Codex LSI 48 FP auto-equalising auto-adaptive modems are used throughout the network; polling is at 2,400 bps, and data is transmitted at 2,400 bps for the first 27 milliseconds while equalisation is taking place, thereafter at 4,800 bps.

The terminals, designed or adapted to Home Federal's specifications, are Lear Siegler 80MTs with Okidata CP410 110 chps bi-directional printers. The terminal includes 9" CRT display, full keyboard and a numeric keypad with 16 programmable function keys, housed in a walnut cabinet. It is controlled by a Motorola 6800 microprocessor.



Don Pettis... "Our previous system was Nightmare City."

Messages from the terminals are formatted by the satellite processors so as to look to the mainframe as if they came from an IBM 2980 terminal.

The association has 10 field engineers, and gives branches a mean time response to an alarm call of well under one hour; repairs, by replacement, are effected within five minutes.

All program development is done on a GA 16/440 MTS system, and new programs are loaded downline from the centre; programs are stored in ROM on the controllers and automatically loaded on power-up.

For the future, automatic teller terminals are under consideration, and if introduced, will be attached to the branch controllers.

Although all programs have so far been written in GA's assembler, the association plans to move to a high-level language.

"We are considering Cobol, Pascal and Fort," says Pettis. "Fort is a comparatively new language, but it is becoming increasingly popular. It is marketed by a company called Manhattan Beach Fort Inc, and is interpreted rather than compiled. It is less flexible than assembler and is not as powerful as Fortran but it is not so greedy either."

As few shops keep buffer stocks of food, a need has been created for a fast and accurate method of getting orders to the distribution depots and hence on to the shelves. At Smedley-HP Foods, a system has been pioneered which uses standard telephone handsets and a small, low-cost terminal which each of the company's

150 salesmen carries with him on his rounds. The salesman is able to dial up the mainframe at no cost to the customer from each shop and the voice response part of the system helps reduce errors and gives it a human feel.

As Laura Tatham says, pioneering need not always be agonising for a user.

Using voice response to speed the housekeeping orders



A salesman from Smedley-HP places an order quickly and simply from a shop via portable terminals linked to a voice response system supplied by Menzies Communications Systems. It uses the standard telephone network.

PIONEERING is not always agonising. Smedley-HP Foods Ltd, for instance, is one of the earliest users of a voice response system for data collection that was recently introduced into the UK. The company encountered no difficulties during installation, implementation was quick and the system, which has been in live operation since February this year, has worked successfully ever since.

The voice response system was first used in the UK by the Edinburgh-based John Menzies Group (whose best-known member is the chain of station news stalls and bookshops of the same name). As a result of its own experience, the group set up a subsidiary, Menzies Communications Systems, to market the system in this country.

Smedley-HP Foods uses the system for daily collection of order data from its 150 salesmen, each of whom is provided with a small, lightweight and very low-cost portable terminal. The terminal keypad, which has a standard numerical layout plus a few extra control keys, operates on the touch-tone principle. It can be used with any telephone to transmit through the public network.

The voice the salesman hears is human in origin. The response, whose content varies as the situation demands, is assembled from a vocabulary that has been pre-recorded on a magnetic disc. In the case of Smedley-HP Foods, the audio response mini-computer functions as a multiplexer and is online to the company's existing ICL 1902T.

Another user, Colgate-Palmolive, whose system was installed almost concurrently with that of Smedley-HP Foods, has a free-standing MCS mini and transfers the recording medium by hand to its Honeywell 60/20 mainframe.

Supermarkets and other multiples seldom, if ever, maintain buffer stocks of food these days. There is a similar trend in smaller grocers. Whether these outlets are replenished by the owners' local depots or directly by manufacturers, the latter must deliver promptly or there will be gaps on the shelves and sales will suffer.

It was to speed order processing that Smedley-HP Foods (a subsidiary of the giant Imperial Group) whose products cover a wide range of sauces, pickles and canned fruit and vegetables, installed with MCS the voice response system.

Until that time, order recording had followed the pattern

that, with individual variations, is now a convention throughout most of the grocery trade.

Each salesman wrote each customer's order detail on a separate, five-part preprinted form set. He then posted the top copy to the computer centre, others to the appropriate local depots or factories, and kept one for reference. Order processing is done in the batch mode.

Today, each salesman transmits the day's orders via his battery-powered terminal in conjunction with an acoustic coupler. To access the system he dials its Post Office Freephone number and is answered by the voice announcing its identity.

Having in turn identified himself by keying in his personal number (also acknowledged by the voice), the salesman enters a

unit. The mini decodes and digitises the tones generated by the depression of each terminal key and assembles the characters into messages.

The data then passes to the mainframe. This applies a range of validation tests which are not confined only to such matters as field size and check-digit verification but also include reference to file information such as delivery dates and pack sizes. It then initiates the appropriate response from the voice memory disc, which stores a vocabulary of 64 words.

Accepted input is written to file for batch processing in the normal way. Plans now under consideration will, if adopted, speed order processing yet further, for delivery note data will be directly transmitted to terminals in the distribution points.

Smedley-HP Foods' MCS installation serves a total of 16 external lines and distributes the vocabulary replies across all of these so that there is no delay when more than one terminal user requires the same response. MCS says that the response time, even in very large systems with up to 60 I/O lines and heavy traffic, should not exceed 0.5 to 0.9 seconds. The Smedley-HP Foods system remains open from 10 am to 6 pm each working day. A small number of orders is also input internally using a terminal via an extension off the company's switch-board.

Colin Powell, the company's management services manager, was delighted by the speed and ease with which the voice response system was installed and implemented. It all went according to the tight timetable that had been set.

A preliminary investigation carried out on the company's behalf by Warwick University in January 1977 confirmed that, in technical terms, the terminals were viable. In May the company signed a contract with MCS. Thanks to the help of Frank Hutton, a freelance telecommunications consultant, and very good co-operation from both ICL and the Post Office as well as MCS, live trials began in November.

Salesmen who took part in the pilot scheme were carefully chosen to represent a cross-section of ages and experience. Since the company's operations cover the whole of the UK, including Northern Ireland, trials were also made from several widely separated locations so as to test the performance of the public telephone network.

By
Laura Tatham

single digit code to indicate the mode of operation. If he selects the "purrr" option, the system will repeat each detail back to him after he has keyed it in. Most however, having become familiar with the system, prefer the alternative — a "boop" response to an accepted entry.

If, in either mode, the salesman makes a mistake or inputs an invalid entry — say, a discontinued product or non-existent pack size — he gets a voice prompt. This tells him the input is invalid and prevents him from entering the information. By using the Cancel key he can also erase an otherwise valid item that he has entered incorrectly or, if he wishes, the entire order.

Input detail includes the order and customer account numbers, delivery instructions and item codes and quantities. A single key is used to indicate the package size and type, e.g., shrink-wrap. During input, the salesman may press the Repeat key to receive a playback of all or any part of the recording.

At the Smedley-HP Foods computer centre in Leamington Spa, the audio response mini-computer is online to the ICL 1902T via an ICL interface

Minor modifications were made to the audio response unit to enable it to accept the rather weak signals that came from some areas. After this, the system was ready for live use, and it took only four weeks to get all 150 salesmen on to it. It is now used on average by 100 salesmen each day, each of whom inputs a total of about 180 order lines.

For Smedley-HP Foods, voice response data collection has

proved to be an unqualified success. Order data is more accurate and content more closely controlled via online checks. The salesmen have accepted it well. Customers prefer computer-printed to handwritten delivery documents.

Total capital cost, including the special ICL adaptor that links the MCS mini to the 1902T, was £75,000. The mini comes with its own operating system so

that the only extra software needed was an interface with existing order processing programs.

Against this, the company expects to save some £25,000-£30,000 a year on preprinted order forms and also, of course, the cost of postage. These, with other savings, ensure that the project provides a more than satisfactory return on the capital employed.

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Computer Weekly's advertising staff would like to take this opportunity of thanking all Market Place advertisers for their wonderful support during 1978 and wish them and our readers a

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For further information on the availability of space and special positions within the Market Place feature TELEPHONE: STEVE BASS, 01-261 8293

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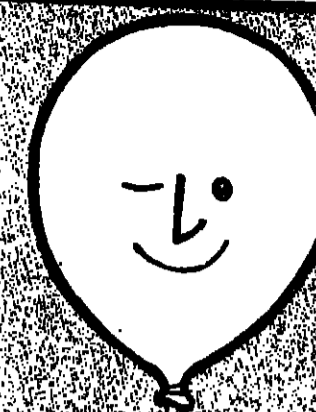
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Application form, returnable by 8 January, from County Surveyor, Kent House, Lower Stone Street, Maidstone. (Ref. F4297/CW)

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Application form, returnable by 12th January, 1979, available from the Personnel Officer, 9th Floor, County Headquarters, Newport Road, Cardiff. Telephone Cardiff (0222) 499022 Ext. 3411/2.



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Applications in writing, with full curriculum vitae and names of two referees, to Professor K. A. Pounds, Department of Physics, Leicester University, University Road, Leicester LE1 7RH, by 8th January, 1979.

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Further details from the Director, Manchester Museum, The University, Manchester M13 9PL

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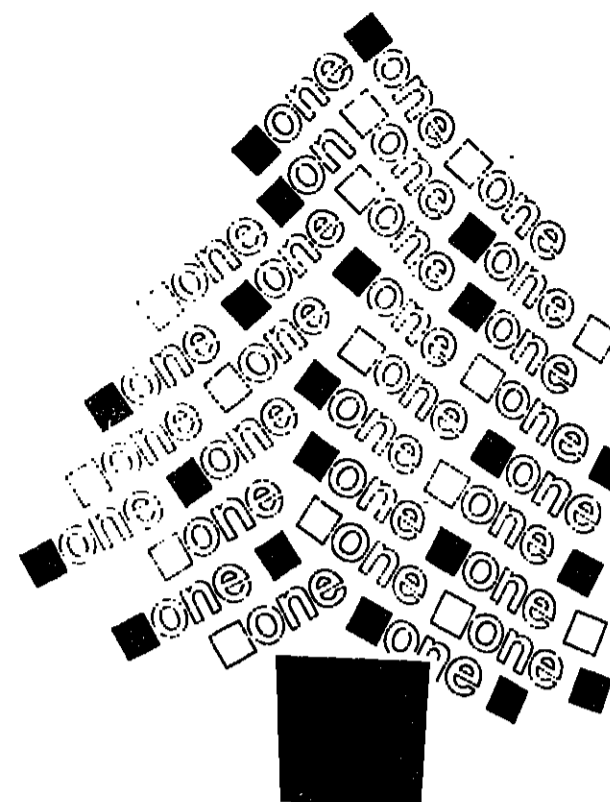
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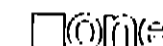
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Division of Transport Engineering

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An ICL 2903 provides a batch and interactive processing system for use by all the departments in the College. Two successful applicants to commence in January 1979, will be required to provide a programming and advisory service for the development of applications and systems software.

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CONTACT:

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Contact: Peter Fletcher, Viewdata Manager, IPC Business Press, 179-80 Blackfriars Road, London, SE1 1BJ. Tel: 01-281 9111; Ext. 211.

THE BUSINESS PRESS

THE SALES AND MARKETING BIT

Selling a hole in the wall

MY complimentary ticket for Compec had been lurking in the back of my Samsonite for weeks, like the implied threat of an unpaid parking ticket.

The prospect was as potentially traumatic as a blind date. Would the excursion be a mind-bending delight or a boring disaster? Which would swing the balance — the heat of umpteen Megabodies, the frustration of product multiplicity and inadequacy and the exhaustion of trudging around endless clone-like company stands, or the euphoria of micro-technology, the stimulation of new computer applications and the pleasure of meeting old friends?

At last my inherent masochism won the day and my colleagues and I leapt aboard the District Line, bound for Olympia.

I know it's overdoing things, I know it shows a lack of imagination, I know it's a little dishonest, I know it bores my colleagues intensely, but whenever I go to a computer exhibition I always pose as a potential buyer. I wander on to whichever stand takes my fancy and hang around on the off-chance that someone might be interested in selling me something. I like to see if there are any salesmen about, perhaps in the hope of learning some new sales technique or simply to enjoy the pleasure of witnessing an effective salesman at work.

I regret to say I am always disappointed — and that is perhaps the main reason for my jaundiced attitude towards computer exhibitions.

There are lots of things I could moan about in terms of product presentation, but the bad exhibition stands have only in order to have some idea of how to improve themselves.

What does exasperate me, though, are those salesmen who are so insular in terms of their sales approach and their product that they appear to be incapable of relating to the problems of the potential client.

"Can I help you, sir?" "Yes, I'd like some information please. I'm interested in the possibility of installing a computer."

"Then you've come to the right place sir. I'd like to tell you about the Microcheap 88. The basic model comes with a 32K processor twin dual-density, double-sided floppies, a 100 chips matrix printer, and a 24 by 80 VDU. There is also included a Basic compiler as well as Cabol and Fortran. The whole lot is available at the incredibly low price of £x", and so on.

I was greeted with this kind of response over and over again.

No one, not one single salesman, asked me about the nature of my problem. For what purpose was I considering the use of computers?

After the show, at the Computer Weekly thrash, I was speaking with a very experienced salesman who has known for years. He related with some surprise how a prospect had visited his stand, and when my

friend asked what business he was in, and had been informed that the prospect was from the jewellery trade, he suggested that the prospect might have a stock control problem which could be resolved by the use of computers.

The man was flabbergasted. "You know," said the prospect, "I've been looking at computer equipment at this exhibition all day and you are the first person who appears to have some understanding of what my business problems might be!" — and all my friend said was "Do you have a stock problem?"

Solutions to problems — that is what the end-users of computer systems are seeking, not tools. Okay, much of Compec is in the OEM sector; but computers for business applications were very much in evidence this year and this is where the salesman needs to have a thorough understanding of commercial and industrial applications as well as related software. Specific industry knowledge is a real bonus.

I was discussing this failure of relating the sale to the solution with another knowledgeable senior sales manager, and he summed it up very succinctly. "These guys can't seem to get it into their heads that what they are selling is a hole in the wall, not a hole-in-the-drill."

TRADER

PRODUCT NOTES

Microfilm storage

A SYSTEM of microfilm storage has been announced by The Shannon of Beckenham, Kent, to accommodate the current estimated 30% growth in the use of microfilm.

This year's microfilm market is estimated at £37 million, generating an £800,000 market for storage.

Roll out drawers are made to store microfilm, fiche or cartridge in the company's standard filing cupboards. Other items in the system include cabinets ranging from two to 10 drawers in two widths and loose leaf binders which take five or 10 slotted inserts each holding 34 fiches.

Binders cost £12 to £20 and cabinets from £40 up.

The Shannon Ltd (CW), St Margarets Road, Beckenham, Kent.

Puzzle Answer

1 8 2 4
1 8 2 4
1 8 2 4
1 8 2 4 +

7 2 9 8

E can also be odd, with DEUX 1324 and HUIT 5286.

Andrew Barden, of the Faculty of Medicine at Southampton University, has discovered an alternate set of triplets for the November 9 work-schedule problem. Only one possible set was previously thought to exist. His solution is: 137-148-158-238-248-278-288-307-318-328-338-348-358-368-378-388-398-408-418-428-438-448-458-468-478-488-498-508-518-528-538-548-558-568-578-588-598-608-618-628-638-648-658-668-678-688-698-708-718-728-738-748-758-768-778-788-798-808-818-828-838-848-858-868-878-888-898-908-918-928-938-948-958-968-978-988-998-1000.

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UNIVERSITY OF LONDON INSTITUTE OF EDUCATION PROGRAMMER A

Applications are invited for the above post in the Department of Statistics and Computing. The successful applicant will be required to maintain and develop program libraries, to help and advise members of staff engaged in educational research, and to assist in running of Computing Courses for postgraduate students. The Institute has a CDC 200 User Terminal linked to the CDC 6600/7600 computers at the University of London Computer Centre, and to Mureston. The terminal is at present used by a Senior Programmer and an Operator. Programming experience in the Survey Analysts field or in using any of the University of London Computers would be an advantage. Salary within the scale £3018-£3857 plus £450 London Allowance. Further particulars and application forms are obtainable from Personnel, University of London Institute of Education, Bedford Way, London WC1H 0AL, quoting reference P/SC. Closing date for applications is January 12, 1979.

LANCASHIRE COUNTY COUNCIL DEPARTMENT OF TRANSPORT NORTH WESTERN ROAD CONSTRUCTION UNIT

STATISTICIAN/ PROGRAMMER

AP/4/8 £2825-£3111 plus super-allowance of £232 per annum

Applications are invited for the above position on secondment from Lancashire County Surveyor's Department to the Headquarters of the North Western Road Construction Unit at Preston. The successful candidate will probably have a degree of equivalent qualification with a statistical and computing element. Experience of computer programming would be helpful. The post provides great scope for personal initiative and innovation and is primarily concerned with the processing, storage and analysis of traffic data.

Conditions of service are those of the National Joint Council for Local Authorities Administrative, Professional, Technical and Clerical Services. The normal hours of duty are 28 1/2 per week and the Unit operates a flexible working hours scheme. The office accommodation is of a high standard and is located near the central shopping and business area of Preston. Application forms and further details are available from: The Director, North Western Road Construction Unit, Council House, Bitter Street, Preston, Lancashire, PR1 2JZ. Closing date for applications is 17th January 1979.

CLASSIFIED COPY JANUARY 4th ISSUE

All classified copy should reach our offices no later than 4 p.m. on Friday, December 29th, 1978 for inclusion in the January 4th issue.

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UNIVERSITY OF HONG KONG CHAIR OF COMPUTER SCIENCE

Applications are invited from suitably qualified candidates for the Chair of Computer Science which is expected to be established from 1 September 1979. Actual salary (superannuation) will be within the professional range and not less than HK\$140,000 (C1 - HK\$40,000 approx). Further particulars and application forms may be obtained from the Secretary General, Association of Commonwealth Universities (ACU), 36 GORDON SQUARE, LONDON WC1H 0DF, or the Assistant Secretary (Recruitment), University of Hong Kong, Hong Kong. Closing date for applications is 31 January 1979.

UNIVERSITY OF WARWICK DATA-PROCESSING OFFICER

Applications are invited for the post of Data Processing Officer in the University Central Administration, tenable as soon as possible. Salary will be on the Grade II scale CB, £17,274 p.a. (under review). Further particulars may be obtained from the Secretary and Registrar, University of Warwick, Coventry, CV4 7AL, to whom written applications (no forms) naming three referees should be sent by 16th January 1979. Please quote Ref. No. 20/8/78.

Ascii through the Logic Gate

An epic in 32K words, by Richard Forsyth

Block 24 (Block Of Ages)

Hex is imprisoned in Fort Ranfour while back at Sprocket's Hole Cleo and Hex's former comrades are waking up to his absence.

WHEN they awoke to find Hex gone, they immediately started a search of the whole area. Needless to say, they found nothing.

Zap was scathing. "When he found he couldn't run the show, he just quit. We're better off without someone like that."

"He may have been kidnapped," suggested Cleo.

"What? The Error Squad heavies march down here, abduct him so gently they don't even disturb us, then march off again leaving us last asleep?"

Put that way, it certainly sounded implausible.

"But if he went of his own free will," asked Lambda, "why didn't he leave any message?"

"That's exactly it. Our limelight-hogging friend cares nothing about our future. He just wants glory. He drummed us into this; but when the going gets hot, he just chickens out," denounced Zap. "I tell you; we are better off without him. He's probably gone back to the System to beg for forgiveness."

"In that case," concluded Lambda, "we're in real peril. We'd better move out of here."

"We will," Zap assured her, "as soon as I've prised the formula for syllogistic acid from that cowboy."

They turned to look at Bill Bootstrap, who had remained impassive throughout, not even complaining about his cramped position tied up to the teletype.

"If you spill the beans without fuss," Zap told him, "it will be easier for all of us."

No reply.

"We haven't got time to be well-mannered about it," Zap warned, ostentatiously polishing the blade of his binary chopper.

"What good is syllogistic acid to you?" demanded Bootstrap gruffly.

Zap outlined his concept to LSD (Large Scale Disintegration). This had a strange effect. The recalcitrant Bootstrap became not just co-operative but positively en-



thusiastic. He swept aside Zap's plan as insufficiently ambitious, revealing instead his own grandiose design for VLSD (Very Large Scale Disintegration). He had obviously given the matter much thought.

"Syllogistic acid won't be strong enough," he said, "too dialectical. You need a really deadly nerve gas. Think big. Imagine a huge thick dark cloud of Jargonite obnoxide drifting unstoppably towards Fort Ranfour."

"Jargonite obnoxide," mused Cleo, "I thought that was laughing gas."

"You might laugh," replied Bootstrap with a leer.

"It's barbaric," protested Lambda with a shudder. "Jargon and all its mind-contracting derivatives have been banned from civilized warfare; it maims the intellect and brings thought processes to a standstill."

But the idea had fired Zap's imagination. He pestered Bootstrap for details. What was its composition? How was it made? Where could they obtain the ingredients? Before long, he and Bootstrap (now unchained) were immersed in technical discussions like two boys with a chemistry set deciding to make stink bombs.

Production plans were soon well advanced. Cleo was to collect the mushrooms. Zap was to set up the filtration plant and Lambda would repair the cooking stove, all under Bootstrap's direction. And he hadn't even divulged the recipe yet.

Bootstrap described to Cleo in meticulous detail the markings and colouring of the fungus she was to seek (Jargonite Intellectualis Paralytica) as well as the kind of sheltered nook where it liked to grow, his face never betraying that they had met before.

She didn't like it at all. As she set out with an empty wicker bag for the harvest, she was filled with disquiet. Bootstrap's gaze made her distinctly uncomfortable. Unlike the others, she had first-hand experience of Bootstrap and his ways.

To add to her unease, she was worried about Hex. It was true that he was a loner and hadn't got on particularly well with Zap (nor with her latterly) but it seemed out of character for him to walk out just like that. She felt sure some evil had befallen him.

In this mood, she found she had walked a very long way from Sprocket's Hole before she recalled her task of mushroom picking. Fortunately, she had come to the kind of shady spot which was ideal habitat for them. She quickly identified a big clump and was soon busily filling her bag. She wandered around gathering them up by the handful. By the time her basket was nearly full, she had lost all sense of direction.

She started back downhill. All at once she tripped up. Mushrooms split all over the place. Rising, she noticed with amazement that what she had stumbled across was an old railroad track. It seemed very odd, so remote and on such a steep incline. Quite forgetting her overturned basket, she followed the rails upwards.

Before long the line simply disappeared into the side of the hill. She was standing in front of a disused mineshaft. A wooden sign was nailed to the beam over the entrance way. By scraping off the encrusted dirt and lichen she could read the words "Quicksilver Mining Company".

"This could be the perfect hideout," she thought to herself.

She went straight in, stooping as she walked. As her eyes grew used to the gloom, she could see that the sides of the tunnel were streaked with silvery green. She pressed on, dead level, but getting deeper into the mountain all the time. After two hundred metres she came to a full stop. There was simply no way ahead. Looking back, the daylight was a mere pinprick. All she could hear was her own breathing and the nearby sound of dripping water. She was about to retrace her steps when her skirt caught on something. Reaching down, her fingers clasped a metal rod, set into the rock wall. It seemed to be some sort of lever.

There was a clank of rusty machinery creaking into motion. She was catapulted forward. She had an instant of free fall in total darkness, then she landed with a bump in bright light on a table full of test-tubes and other glassware. A bottle rolled onto the floor and broke.

Is this the lowest she can fall? Not by a long way.

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NEWS IN BRIEF

Fujitsu puts \$250m in R&D

UNDERLINING the determination of the Japanese to succeed in the computer industry, Fujitsu is investing 15% of its \$1,700 million turnover in research and development, with the emphasis on software. The figure of \$250 million a year compares for example with Burroughs' 1978 expenditure of \$140 million, 7% of turnover.

The first of Fujitsu's large-scale M200 mainframes, claimed to be 50% more powerful than IBM's 3033, is set for delivery to a Japanese university in April, and three are under construction.

£150 million games

THE European market for electronic games will increase five-fold to reach about £150 million by 1985, according to a Frost and Sullivan market research study. This could represent 50% of the total market, the study says, also suggesting that games with built-in viewing screens could develop into a major factor.

Word is No

TYPISTS on the staff of Bradford City Council have voted overwhelmingly against the introduction of more word processing (CW, December 14). At a mass meeting, voting on the question "Are you in favour of word processing?" was 16 for and 129 against.

Social policies

A ONE-DAY conference looking at the relationship between social policies and industrial innovation is to be held on January 6 at the University of Aston, Birmingham.

System Aid shows its breeding . . .

WHAT do animal breeding, package holidays and demerara shortcake have in common? The answer, would you believe, is System Aid, the specialist in software for good breeding and the travel industry, which this month enters its 11th year.

Ten years ago, System Aid (Tour Processing) was formed by Nick and Jane Waterhouse. "At the time Nick was working for a merchant bank trying to sort out companies in trouble, while I was involved in systems work," Jane told Computer Weekly at the company's pre-Christmas birthday celebration.

"One of the companies Nick was trying to rescue was involved in making demerara shortcake biscuits, so I suppose we originally went into System Aid as a hedge against the collapse of the shortcake market."

Since then, the company has grown to a turnover of around £250,000 with a staff of 31

and a library of programs worth about £1 million.

Jane Waterhouse said she believed a major factor in System Aid's success had been that it had stuck to a number of specialist applications, building up expertise in those areas rather than going for "growth at any cost."

The main products provided by System Aid are the Tourpass and Tourpack, real time reservation and order administration systems for the travel business, and Checkmaster for genetic recording and analysis.

The Australian Kennel Club, one of whose members is pictured right, and the British Friesian Cattle Society of Great Britain and Ireland are among the Checkmaster users and British Airways' Enterprise and Sovereign and the Italian State Railways are among System Aid's tour operator clients. System Aid also runs Telfour Ltd, which owns and operates the group's ICL 2903 installation.



Better football results forecasting

By Professor Frank George

THE Boxing Day football league programme will provide a test for Forecast 4, an improved version of the successful football prediction program developed by myself and colleague Dr Roger Hartley. And I shall be appearing on Thames Television on December 22 to reveal the predictions (see front page).

Forecast 4 contains some new features compared to the previous Forecast 3, as well as being tuned to take account of the latest accumulation of results.

Recently I wrote about Forecast 3 (CW, November 16) and made clear that there were three phases involved in the process.

The first is the use of form, which is represented by league position and the last two results of each club in a fixture. The second is the decision made by the individual as to whether to add further tests such as the history of the games between the two clubs, a goal difference test, and so on. This is necessary

to avoid everyone having the same forecast.

The third point is the sort itself, whereby the forecast score draws 90 per cent expected are mixed with 10 per cent unexpected to introduce the necessary random element.

The following is a possible mode of approach to the Boxing Day programme.

The fixture list for Boxing Day starts with Arsenal v West Bromwich Albion. Let us look at this first match and the league positions as on December 9 (although these will obviously have changed by Boxing Day). Arsenal are fourth (23 points from 18 matches) and West Bromwich Albion third (25 points from 17 matches). This is a borderline draw (we score 2 points for a draw).

We now look at the last two results (up to December 9), and these are for Arsenal: home win last game but one and away draw last game. For West Bromwich Albion it was a home win, and the last fixture before that was actually postponed, so we take the one before that, which was an away draw. Now we look up the Didd and Triad tables in which for the home team who played away last game, the forecast is home win (2 points). The Triad test forecasts home win or draw (1 point each).

Prime minis for UK net

IT now appears that the "British content" in the planned public Packet-Switched Service will be confined to the installation by Plessey. The Post Office is currently negotiating with Plessey for installation of the switching equipment (CW, November 30), and the Plessey bid includes Prime 350 minicomputers as well

as Telenet Processors, which are modular units based on MOS Technology 6502A microprocessors.

The initial switches in Telenet's US pack-switched network were all based on the Prime minis, but newer ones have incorporated the specially-designed Telenet processors.

ICL pay agreement

LOWER paid workers in ICL will benefit from an agreement reached last week between the management and unions in the company on a new productivity scheme (CW, November 30).

"The offer by ICL was an improvement on that previously tabled," said an ICL spokesman, "and it provides for higher quarterly bonus payments to the lower paid members of the workforce."

The agreement has yet to be accepted totally by union membership.

Texas into personal business

THE long-awaited move by Texas Instruments into the personal computer business came a little nearer this week with the news that the company is to discontinue production of its SR60 desk-top calculator.

This has led to industry speculation that Texas Instruments is now putting all its manufacturing resources into the production of its range of three personal computer systems (CW, August 24).

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Overtime ban by ops hits building society

TERMINAL look-up facilities at over half of Leicester Building Society's branches are being halted on Saturdays due to an overtime ban by computer operations staff at its head office/computer centre in Oakby.

The ban centres around a recognition dispute in which about 12 operators are seeking representation by the white collar union APEX after leaving the society's 1,000-strong staff association earlier this year.

"We have suggested that the society should renegotiate its agreement with the staff association," said Gerry Venn, area organiser for APEX. "The computer staff have said that they feel the association cannot represent them fully and that it does not have the resources to obtain details of wage levels of computer staff elsewhere — which APEX can."

Basil Eckhardt, general manager for the society, said, "The society is unable to meet the request by computer staff as it already has a legally binding agreement with the staff association. Despite the overtime ban affecting our account checking facilities on Saturday, we are managing to bypass the problem by using the same procedures as we had before the terminals were installed."

Leicester Building Society is currently completing the installation of terminals at all of its 170 branch offices in the UK.

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Printed in Great Britain by Q.D. Limited, Shepperton, Middlesex.
Colchester, CO3 3LJ, and published by IPC Electrical-Electronics
Press Ltd., Dorset House, Stamford Street, London SE1 1AA.